Board of Trade Journal

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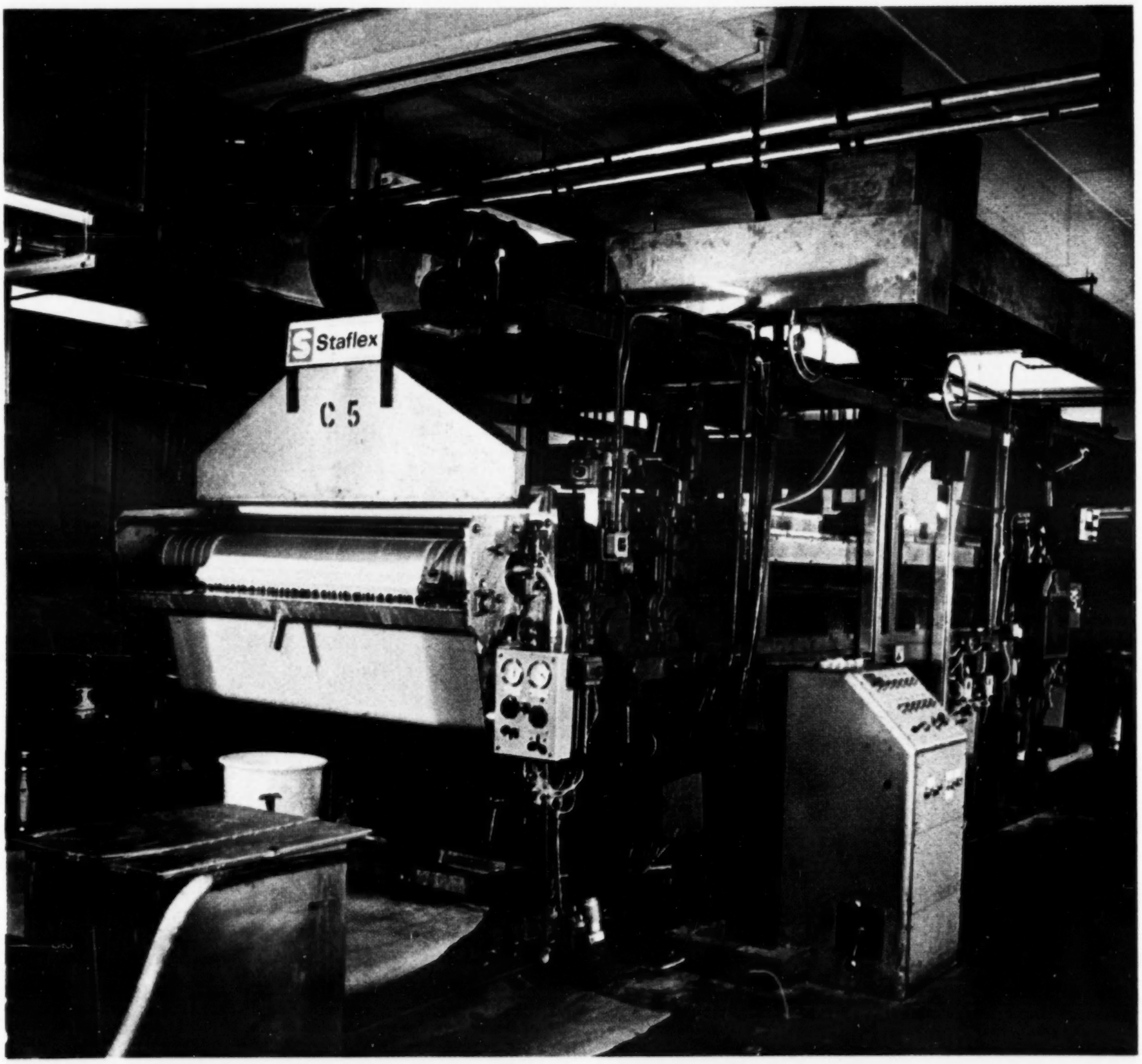

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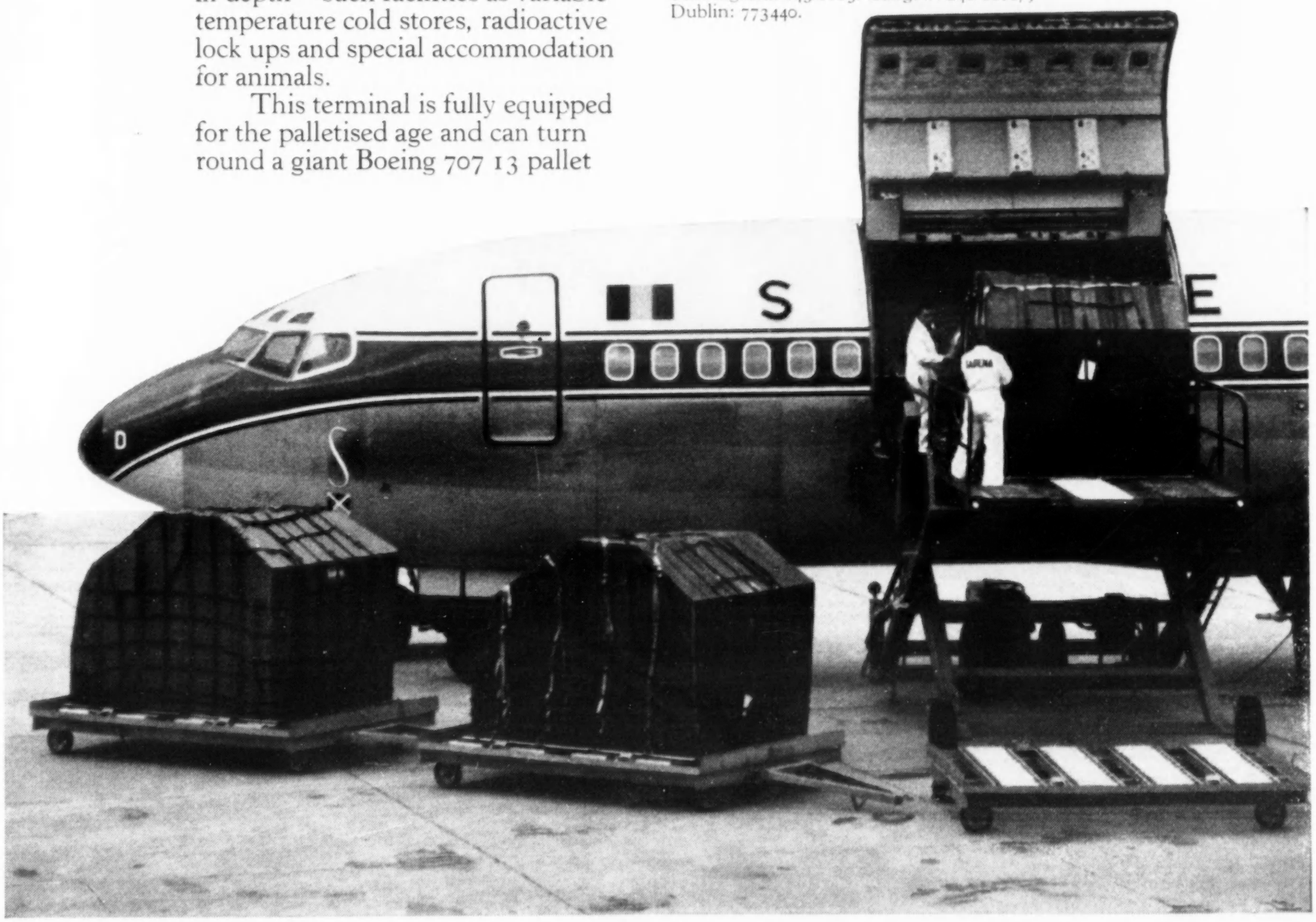

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Some articles held over

Owing tn production difficulties the following items have had to be held over until the next issue: Capital expenditure and industries stocks (see note on page 55); hire purchase: new books.

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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

The Staflex Group – who claim to be the world's largest manufacturer of fusible interlinings for the clothing industry, with large factories in Great Britain and Holland, licensees in Japan, Australia and South Africa, and associated production facilities in the United States, all backed by a world-wide sales and distribution, were responsible for the invention of fusible interlinings 19 years ago, and hold two Queen's Awards to Industry, for Export (1968) and for Technological Innovation (1969). The company has always regarded international activity as an integral part of its business, and this has resulted in some 70 per cent of its revenues now being earned abroad. Despite the development of overseas production, exports from the United Kingdom production have risen every year since the company was formed in 1951. Today, exports account for some 50 per cent of the output of the company's plant in Edmonton, North London.

The photograph on the cover shows one of many machines designed and built by Staflex and used in the manufacture of fusible interlinings. Machines such as this are already in operation in six countries.

LATE ANNOUNCEMENTS

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, July 3, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Monique	Br/E 34892	87	June 29	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
With Love in Mind	Br/E 34893	49	June 29	Warner-Pathe Distributors Ltd.	Cecil-Wright Topping (Films) Ltd.
Walking	Br/E 34894	5	June 29	Contemporary Films Ltd.	National Film Board of Canada.
Hoffmann	Br/E 34955	112	July 1	Warner-Pathe Distributors Ltd.	Lonestone Film Productions Ltd.
The Man Who Haunted Himself	Br/E 34956	94	July 1	" "	Excalibur Films Ltd.
Colosseum and Juicy Lucy	Br/E 34957	32	July 1	" "	Oakhurst Enterprises Ltd.
Mining Review No. 11 – 23rd Year	Br/E 34958	10	July 1	Data Film Distributors Ltd.	National Coal Board.
Royal Summer	Br/E 34959	11	July 1	The Classic Cinemas Ltd.	New Zealand National Film Unit.
Movietone News 2143	Br/E 34901	8	July 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2143A	Br/E 34902	8	July 3	"	" "
				FOREIGN	
Yojimbo	F 34895	111	June 29	Contemporary Films Ltd.	Toho International Ltd., Tokyo.
Kaleidoscope	F 34896	12	June 29	" "	Czechoslovak Filmexport Prague.
The Glass Cage	F 34897	88	June 29	" "	Telecinex, Paris.
She Lost Her . .You Know What	F 34898	88	June 29	E. J. Fancey Productions Ltd.	Export Film Bischoff GmbH, Munich.
Hello Dolly	F 34899	148	July 1	Twentieth Century-Fox Film Co. Ltd.	Chenault Productions Inc. and Twentieth Century-Fox Film Corp.
Sexyrella	F 34900	80	July 1	Miracle Films Ltd.	Claudel Europe, Paris.
Bikini Paradise	F 34960	89	July 2	Ranworth Film Services Ltd.	Allied Artists Film Corp.
Boatniks	F 34961	100	July 2	Walt Disney Productions Ltd.	Walt Disney Productions.
It's Tough to be a Bird	F 34962	22	July 2	" "	" "

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	29 April 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 June 1970
UK balance of payments (Q)	10 June 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	17 June 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	17 June 1970
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q)	27 May 1970
New companies registered:	
Gt. Britain (M)	24 June 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	13 May 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	27 May 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	24 June 1970
Film industry:	
British Film Fund Agency returns (M)	10 June 1970
Cinema admissions and takings (M)	17 June 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
Footwear industry, orders and deliveries (M)	17 June 1970
Foreign trade:	
EFTA trade (Q)	24 June 1970
Industrial countries trade and production (Q)	6 May 1970
World exports of manufactures (A)	17 Sept. 1969
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	17 June 1970
Value of overseas trade (M)	24 June 1970
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	10 June 1970
Hairdressing trades turnover (M)	17 June 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	20 May 1970
Business (M)	This week
Industrial building (Q)	29 April 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	24 June 1970
N. Ireland index (M)	1 July 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	17 June 1970
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Deliveries (Q)	13 May 1970
Production (M)	10 June 1970
Volume of production (M)	10 June 1970
Motor industry:	
Car and commercial vehicle production (M)	10 June 1970
Motor trades turnover (M)	17 June 1970
Office development permits (Q)	10 June 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	24 June 1970
Retail trades:	
Index nos. (M)	10 June 1970
N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	24 June 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 May 1969
Industry's stocks (Q)	This week
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	17 June 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	24 June 1970
Cotton production (M)	24 June 1970
Hosiery production (M)	24 June 1970
Wholesale houses sales (M)	17 June 1970
Wool exports (Q)	27 May 1970
Wool output (M)	24 June 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	24 June 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	17 June 1970

Board of Trade Departments, etc.

Subjects	*Last Publishe*
Board of Trade addresses	1 July 1970
Board of Trade Regional Organization	1 July 1970
British Commercial representatives overseas	22 April 1970
Customs notices of interest to exporters	1 July 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Haf-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	1 July 1970

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ADVERTISEMENTS

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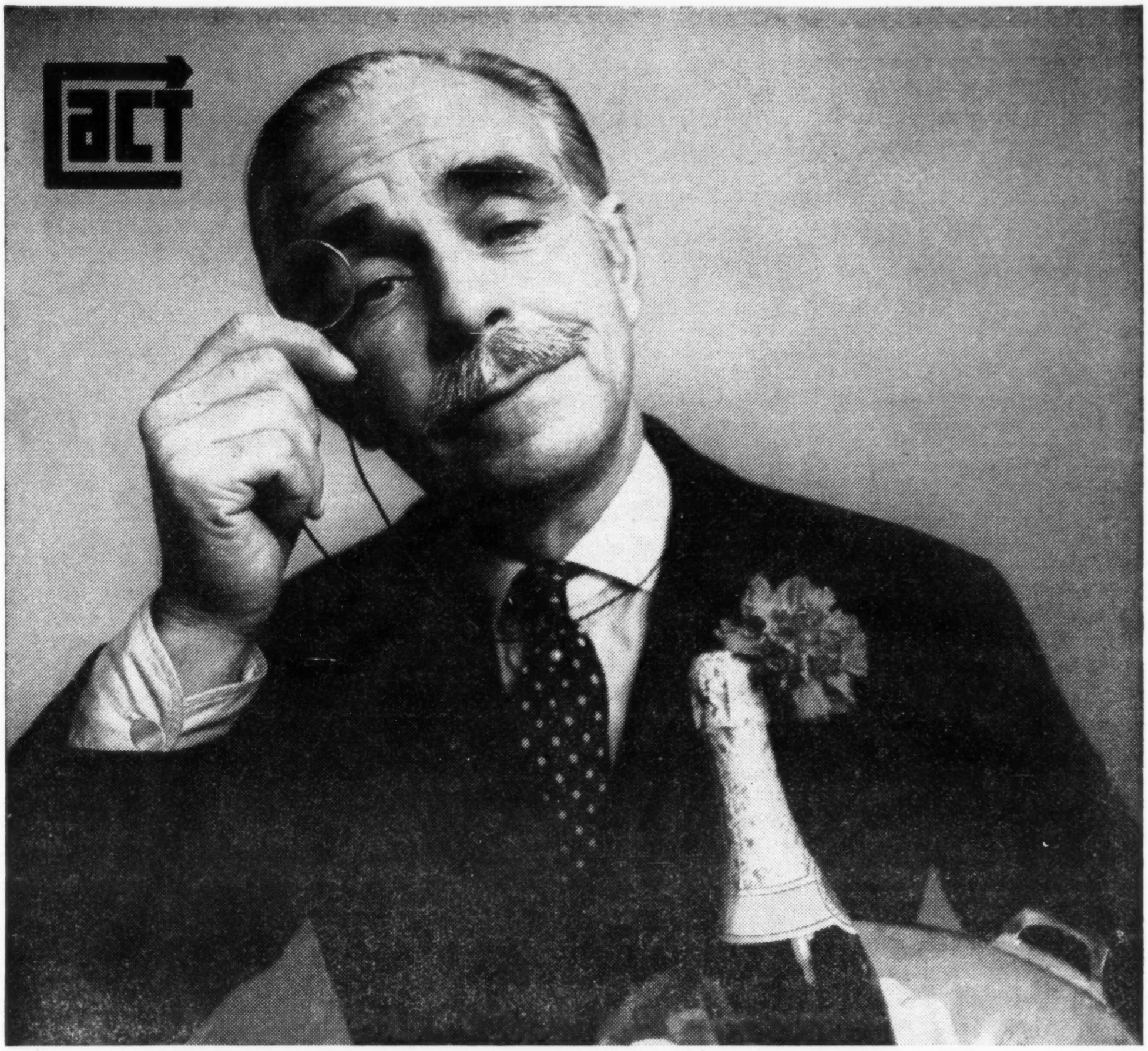

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Into Europe . . . II

Negotiations for the enlargement of the European Economic Communities began on June 30. The article in last week's Journal covered the EEC's progress in removing trade barriers, and the marketing factors that British industry should now be considering. This article illustrates the growth of the Communities' trade.

THE STATISTICS in the accompanying tables provide evidence of the trade benefits enjoyed by the member countries since the formation of the Communities. Imports into the EEC countries accounted for about 23 per cent of total world imports in 1958. Over the years 1958-69, they grew on average by 11½ per cent per annum. This was substantially faster than world imports as a whole (9 per cent per annum) or imports into the industrialized countries (10 per cent). By 1969 imports into the EEC countries accounted for 30 per cent of total world imports.

Economic growth

The Communities' economy has also grown at a higher than average rate. The gross national product of the EEC (at 1963 prices and exchange rates) increased between 1958 and 1968 by an annual average of 5.2 per cent compared with increases of 4.7 per cent in both the United States and Continental EFTA and 3.2 per cent in the United Kingdom.

The rapid growth of overall EEC trade was, of course, due mainly to the development of trade between the member countries themselves. This increased at an average rate of 16½ per cent per annum between 1958 and 1969. Imports from – and exports to – the rest of the world grew little more than half as fast as this (8½ per cent), but only a little more slowly than world trade as a whole (9 per cent).

In 1958, some 30 per cent of all EEC imports were drawn from within the Communities. By 1969, the proportion had risen to 48 per cent. Over the same period, the proportion of imports obtained from other developed countries (Western Europe including the United Kingdom, North America, Japan, Australia, New Zealand and South Africa) declined from 37 per cent to 29 per cent, while that from the developing countries (the rest of the world excluding the Sino-Soviet bloc) fell from 30 per cent to 19 per cent. However, the rate of growth of EEC imports from non-member countries between 1958 and 1969 was, as we have said, little less than that of world trade, and in the case of the developing countries was, at some 7 per cent per annum, virtually the same as that of all developed countries' imports from developing countries.

Trade within the Communities

When we come to look at the pattern of trade within the Communities we note that there are a number of significant variations. For example, Italy's share of intra-EEC exports rose quite sharply from 9 per cent in 1958 to 14 per cent in 1969, and there was also some increase – from 17 per cent to 19 per cent – in France's share. Italy's increased overall share was due to substantial increases in exports of raw materials and manufactured goods which more than offset the fall, from 21 to 11 per cent, in her share of food and beverage exports. On the other hand France's increased share was almost wholly confined to food and beverages, with her share of exports in the other two sectors practically unchanged. The relative importance of the other member countries' exports in intra-Communities trade declined during the period, the German Federal Republic's share falling from 35 per cent to 32 per cent, that of the Netherlands from 20 per cent to 16 per cent, and that of Belgium/Luxembourg from 20 per cent to 19 per cent.

In 1968, the latest year for which full information is available, about 56 per cent of all EEC imports were manufactured goods, 27 per cent raw materials, and 16 per cent food and beverages; in 1958 both manufactured goods and raw materials each accounted for 39 per cent and food and beverages for 21 per cent. The total EEC market for imports of manufactured goods in 1968 was more than one-and-a-half times as great as that in the United States, almost two-and-a-half times as great as that in the Continental EFTA countries, and nearly 10 times as great as in Japan. The United Kingdom's share in these imports in 1968 was only some 7 per cent.

The figures published with this article are worthy of careful study. They constitute important indicators of possible developments in the British economy if the EEC is enlarged to include Britain and the other applicants for membership.

Industrial development

There have been three noticeable characteristics in the development of industry in the Six as a result of the formation of the Common Market. In the first place there has been an increase in

Table 1. Imports into the European Economic Community

US $ million (c.i.f.)

From	World	EEC(†)	Continental EFTA(‡)	United Kingdom	Other Western Europe	United States	Canada	Japan	Australia, New Zealand, South Africa	Developing Countries	Sino-Soviet bloc(†)	Unspecified
1958	22,946	6,790	2,643	1,192	606	2,808	430	117	728	6,824	789	18
1968	61,988	28,422	5,285	2,997	1,524	6,393	731	653	1,057	12,514	2,357	57
1969	75,571	36,330	6,415	3,588	1,940	7,326	823	889	1,255	14,222	2,733	51
Average annual percentage increase, 1958-1969	11½	16½	8½	10½	11	9	6	20	5	7	12	

(†) Excludes trade between the German Federal Republic and the German Democratic Republic.
(‡) Includes Finland but excludes Iceland.

Source: EEC Monthly Statistics of Foreign Trade.

Table 2. Exports from the European Economic Community

US $ million (f.o.b.)

To	World	EEC(†)	Continental EFTA(‡)	United Kingdom	Other Western Europe	United States	Canada	Japan	Australia, New Zealand, South Africa	Developing Countries	Sino-Soviet bloc(†)	Unspecified
1958	22,775	6,862	3,844	1,330	939	1,664	237	139	484	6,125	980	169
1968	64,206	28,914	8,494	3,127	3,050	5,768	611	637	1,188	9,309	2,763	3451
1969	75,696	36,460	9,905	3,364	3,607	5,958	713	740	1,318	10,218	3,049	364
Average annual percentage increase, 1958-1969	11½	16½	9	9	13	12½	10½	16½	9½	5	11	

(†) Excludes trade between the German Federal Republic and the German Democratic Republic.
(‡) Includes Finland but excludes Iceland.

Source: EEC Monthly Statistics of Foreign Trade

specialization. Well-known examples of this are the Italian advances in the consumer durables and consumer goods markets – particularly in refrigerators and knitwear. Likewise, the French have the largest share of the Communities market for rubber manufactures, and the Belgians have increased their lead in the textile field.

Secondly, there has been a much greater interchange of advanced industrial items, such as components for manufacturing industry. The volume of trade in both directions is often noteworthy in particular items traded between two EEC members. For example under the heading mechanical handling and construction equipment France exported £24 million to the Federal Republic of Germany in 1969 and imported £39 million; she exported £9 million to Italy and imported £13 million.

Thirdly, there has been a greater emphasis on efficiency. There are still many imperfections in the Market and the process of

Table 3. Imports into individual EEC countries

US $ million (c.i.f.)

	Total (¶)		Belgium/Luxembourg		France		German Federal Republic (¶)		Italy		Netherlands	
	From other EEC countries	From third countries	From other EEC countries	From third countries	From other EEC countries	From third countries	From other EEC countries	From third countries	From other EEC countries	From third countries	From other EEC countries	From third countries
All commodities(†)												
1958	6,786	16,098	1,462	1,674	1,227	4,382	1,896	5,465	684	2,471	1,518	2 107
1968	28 407	33 548	4 577	3 757	6 617	7,310	8,359	11,792	3,709	6,543	5,146	4,146
1969	36,330 p	39,242 p	5,731	4,256	8,600	8,502	10,862	14,071	5,005 p	7,645 p	6,132	4,768
Average annual percentage increase, 1958-1969	*16½*	*8½*	*13*	*9*	*19½*	*6*	*17*	*9*	*20*	*11*	*13½*	*7½*
Food and beverages (‡)												
1958	909	4,020	156	312	92	1,321	504	1,440	78	468	80	479
1968	3,730	6,092	520	489	588	1 333	1 613	2 099	622	1,309	387	863
1969	..	..	642	517	781	1,506	2,045	2 288	..	..	578	909
Average annual percentage increase, 1958-1968	*15*	*4*	*13*	*4½*	*20½*	—	*12½*	*4*	*23*	*11*	*17*	*6*
Raw materials (§)												
1958	1,367	7,550	360	661	360	2,139	303	2,342	153	1,433	190	973
1968	3,178	13,253	678	1 294	603	3 031	970	4 220	496	3,196	432	1,513
1969	..	..	782	1,410	670	3,327	1,195	4,630	..	..	445	1,769
Average annual percentage increase, 1958-1968	*9*	*6*	*6½*	*7*	*5½*	*3½*	*12½*	*6*	*12½*	*8½*	*8½*	*4½*
Manufactures (‖)												
1958	4,459	4,456	943	697	774	914	1 061	1 640	452	567	1,228	638
1968	21,218	13,639	3,362	1,967	5 425	2,941	5,592	5,009	2,583	2,005	4,256	1,718
1969	..	..	4,299	2,322	7,148	3 638	7,354	6,577	..	..	5,130	2,047
Average annual percentage increase, 1958-1968	*17*	*12*	*13½*	*11*	*21½*	*12½*	*18*	*12*	*19*	*13½*	*13*	*10½*

(†) Standard International Trade Classification, Sections 0 to 9.
(‡) Standard International Trade Classification, Sections 0 and 1.
(§) Standard International Trade Classification, Sections 2 to 4.
(‖) Standard International Trade Classification, Sections 5 to 8.
(¶) Excludes trade between the German Federal Republic and the German Democratic Republic.

Source: EEC Monthly Statistics of Foreign Trade.

Table 4. Exports from individual EEC countries

US $ million (c.i.f.)

	Total (¶)		Belgium/Luxembourg		France		German Federal Republic (¶)		Italy		Netherlands	
	To other EEC countries	To third countries	To other EEC countries	To third countries	To other EEC countries	To third countries	To other EEC countries	To third countries	To other EEC countries	To third countries	To other EEC countries	To third countries
All commodities (†)												
1958	6,862	15,872	1,377	1 675	1,136	3,985	2,406	6,401	606	1 930	1 337	1 881
1968	28,914	35,290	5,252	2,912	5,452	7,220	9,340	15,503	4 079	6 104	4 791	3,551
1969	36,460 p	39,236 p	6,786	3,252	7,082	7,726	11,571	17,481	5,028 p	6,787 p	5,993	3,980
Average annual percentage increase, 1958-1969	*16½*	*8½*	*15½*	*6*	*18*	*6*	*15½*	*9½*	*21*	*12*	*14½*	*7*
Food and beverages (‡)												
1958	886	1,519	88	65	122	543	66	117	190	321	421	473
1968	3,779	2,510	524	116	1,127	991	379	279	453	417	1,295	707
1969	..	..	665	114	1,588	955	496	340	½	½	1 549	762
Average annual percentage increase 1958-1968	*15½*	*5*	*19½*	*6*	*25*	*6*	*19*	*9*	*9*	*2½*	*12*	*4*
Raw materials (§)												
1958	1,366	1,476	231	144	301	391	506	310	56	235	273	396
1968	3,188	2,456	413	279	679	446	957	612	341	544	797	577
1969	..	..	500	335	811	429	1,009	627	..	..	1,004	645
Average annual percentage increase, 1958-1968	*9*	*5*	*6*	*7*	*8½*	*1½*	*6½*	*7*	*20*	*9*	*11½*	*4*
Manufactures (‖)												
1958	4,571	12,668	1,050	1,435	701	2,914	1,821	5,954	361	1,374	638	991
1968	21,716	29,921	4,278	2,422	3,637	5,752	7,864	14,412	3,269	5,118	2,669	2,218
1969	..	..	5,560	2,698	4 663	6 279	9,908	16,312	..	..	3,415	2,530
Average annual percentage increase, 1958-1968	*17*	*9*	*15*	*5½*	*18*	*7*	*15½*	*9*	*24½*	*14*	*15½*	*8½*

(†) Standard International Trade Classification, Sections 0 to 9.
(‡) Standard International Trade Classification, Sections 0 and 1.
(§) Standard International Trade Classification, Sections 2 to 4.
(‖) Standard International Trade Classification, Sections 5 to 8.
(¶) Excludes trade between the German Federal Republic and the German Democratic Republic.

Source: EEC Monthly Statistics of Foreign Trade

adaptation is not yet complete. Certainly the fears of widespread unemployment and closure of businesses expressed in some quarters when the EEC was initiated have in no way been realized.

Building on success

It is to be expected that the process of 'getting into Europe' will be largely one of reinforcing success, at least in the initial stages. Even over the common external tariff British specializations already do well in the Common Market. Some items which are particularly likely to surge forward are: computers and peripheral equipment; automated office equipment; machine tools; food processing equipment; printing equipment; bottling and packaging equipment; textile machinery; goods-handling equipment; construction machinery; electronic equipment; scientific instruments. In the consumer durables and consumer goods fields the gradual dismantling of the common external tariff will be particularly valuable. Items for which we already have a large reputation which we shall be able to develop are: foodstuffs; china and earthenware; pleasure boats and marine equipment; ready-to-wear clothing, hosiery, knitwear and footwear; sports equipment, and toys.

Study of the development of industry within the Common Market suggests these fields as particularly deserving the attention of British exporters. Of course they leave unmentioned large areas such as chemicals and road transport vehicles where major developments may be expected. And we can here only sketch in a little of the background. As was pointed out in last week's article exporters will be able to get advice on particular commodities in individual EEC markets from Export Services Division of the Board of Trade and our posts overseas.

Table 5. Trade of some other developed countries

	Imports US $ million (c.i.f.)					Exports US $ million (f.o.b.)				
	Continental EFTA (¶)	Japan	United States (**)	United Kingdom	World	Continental EFTA (¶)	Japan	United States	United Kingdom	World
All commodities (†)										
1958	9,096	3,033	12,836	10,732	98,360	7,668	2,877	17,700	9,513	94,960
1968	20,799	12,987	33,114	18,954	220,920	17,832	12,972	33,982	15,441	211,600
1969	24,000	15,024	36,052	19,977	249,600 p	20 724	15,996	37,444	17,610	240,760 p
Average annual percentage increase, 1958-1969	*9*	*15½*	*10*	*6*	*9*	*9½*	*17*	*7*	*6*	*9*
Food and beverages (‡)										
1958	1,363	529	3,551	4,171		1,300	236	2,685	618	
1968	2,283	1,879	5,363	4 560		1,929	432	4,560	1,033	
1969	..	2,141	5,309	4.642		..	572	4,422	1,089	
Average annual percentage increase, 1958-1968	*5½*	*13½*	*4*	*1*		*4*	*6*	*5½*	*5½*	
Raw materials (§)										
1958	2,100	1,845	4,060	3,765		1,677	119	3,066	882	
1968	3,723	7.541	5,982	5,061		2.652	287	4,825	961	
1969	..	8,445	6,389	5,194		..	346	5,009	1,013	
Average annual percentage increase, 1958-1968	*6*	*15*	*4*	*3*		*4½*	*9*	*4½*	*1*	
Manufactures (‖)										
1958	5,532	652	4,752	2,736		4,677	2,509	9,772	7,730	
1968	14,733	3,516	20,545	9,053		13,108	12,185	23,105	12,990	
1969	..	4,372	23,024	9,929		..	15,020	25 876	15 012	
Average annual percentage increase 1958-1968	*10½*	*18½*	*16*	*12½*		*11*	*17*	*9*	*5½*	

(¶) Includes Finland and excludes Iceland.
(**) Valued f.o.b.
(†) Standard International Trade Classification Sections 0 to 9.
(‡) Standard International Trade Classification Sections 0 and 1.
(§) Standard International Trade Classification Sections 2 to 4.
(‖) Standard International Trade Classification Sections 5 to 8.

Sources: EFTA Trade, IMF, OECD, United States Department of Commerce and Board of Trade.

President opens conference of commercial officers from Latin America

MR. MICHAEL NOBLE, President of the Board of Trade, opened a conference of Diplomatic Service officers from Latin America which is taking place in London from July 7-10. The conference, attended by senior commercial officers from British embassies in Latin America, is considering the official export programme directed to this market and examining measures which might be taken to improve services to United Kingdom exporters by the home and overseas commercial departments.

Subjects being discussed include industrial exhibitions, overseas investment, missions, credit facilities, the Overseas Projects Group and export publicity. A session will also be devoted to the recent reorganization of the Export Services Division at the Board of Trade and methods of utilizing the new computerized export intelligence service.

Lord Caldecote to chair ECE

VISCOUNT CALDECOTE took up his appointment as chairman of BNEC Export Council for Europe on July 1. Lord Caldecote succeeds Sir Hector NcNeil who retired from the Council in December 1969. Lord Caldecote's commitments with industry prevented him from taking up the chairmanship immediately and Mr. G. V. K. Burton, deputy chairman of the Export Council for Europe, and senior vice-chairman and chief executive of Fisons Ltd., has served as acting chairman of the Council since December.

Lord Caldecote is an executive director of the Delta Metal Company, and chairman of the Economic Development Committee for the Movement of Exports.

Board of Trade activities outlined in Queen's speech

IN THE Queen's speech at the opening of Parliament on July 2, there were two specific references to Board of Trade activities.

It was stated that the new Government intend to review company law and also work towards an international tariff agreement for developing countries.

Visit of Saudi Arabian Minister of Agriculture and Water

SHAIKH HASSAN MISHARI, Saudi Arabian Minister of Agriculture and Water, accompanied by two of his senior officials, Mr. Hani Akkad and Mr. Taher Obaid, is visiting Britain from July 5 to 11 as a Government guest.

During his stay the Minister will call on the Board of Trade and the Ministry of Technology. In addition, he will have discussions with consultants and other experts on agriculture and water, and will visit a number of agricultural research establishments. The Minister will also be entertained by various commercial organizations and will tour the Royal Show at Kenilworth, where he will be shown a wide range of British livestock, products and equipment.

The development budget for the Saudi Arabian Ministry of Agriculture and Water rose from £8 million in 1964 to £37 million in 1969. The subsequent fall to £28 million in 1970 will probably prove only temporary, given that it is planned to increase the agricultural share of the Saudi Arabian national product over the next five years.

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Mr. Barber's statement at Luxembourg

THE STATEMENT MADE BY Mr. Anthony Barber, Chancellor of the Duchy of Lancaster, on behalf of HM Government at the formal opening of the negotiations for enlarging the European Communities at Luxembourg on June 30 was published as a White Paper (Cmnd. 4401, HMSO price 1s. 3d.).

In the course of his statement Mr. Barber said:

'None of us in this room knows whether we shall succeed—whether we shall ultimately be able to agree upon terms which are mutually acceptable. But at least we can say this. We meet today with goodwill on all sides and, I believe, with a determination on the part of all of us to do everything possible to reach a fair solution.

'Nine years ago we began negotiations for membership of the European Communities. We entered those negotiations with high hopes, but they were not to be fulfilled. Then in May 1967 the previous British Government applied to join. And now, today, I want my colleagues in the Communities to know that the new Government in Britain are confident that with goodwill these negotiations now beginning can succeed. Our task is, together, to work out terms which are fair. And if none of us loses sight of the compelling reasons for uniting and strengthening Europe – reasons which have grown stronger with the years – then fair terms will be found.

'The fact is that none of us acting alone can gain the ends which we desire for our own people in terms of physical security or economic or social advance. Looking beyond our own frontiers, there are still dangers, and it is right that Europe should assume a greater share of responsibility for its own defence. That too is our joint concern.

'And it is wholly unrealistic to separate the political and economic interests of Europe, because our place in the world, and our influence, will be largely determined by the growth of our resources and the pace of our technological development. Economic growth and technological development today require that we integrate our economies and our markets.

'Europe must, of course, take full account of the views of its friends and allies in other parts of the world. But let none of us who is taking part in these negotiations lose sight of our common objective of European unity. And let no one who is not taking part think it could be in his interest that we should fail to achieve that objective. For given this base, we can not only hope for, but more effectively work for a closer and more fruitful relationship between East and West. We can make a fuller European contribution to solving the problems of less prosperous countries.

'These are the reasons why we want a united Europe. We want Europe to prosper. But we do not seek prosperity for Europe alone, any more than you do. We believe with you that Europe still has its contribution to make beyond its own frontiers and we believe that Europe cannot make its full contribution unless the Communities are enlarged to include Britain.

'The Governments of Denmark, the Irish Republic and Norway have also decided to apply to join the Communities, and we warmly welcome their decisions. We also believe that a number of European countries which do not join the Communities as full members will nevertheless have a valuable contribution to make to many of our common objectives, and that it will therefore be in the interest of all of us that these countries should find a mutually satisfactory relationship with the enlarged Communities.

'Both Mr. Heath, in a speech last month, and the previous British Government, have made it clear that we accept the Treaties establishing the three European Communities and the decisions which have flowed from them. I confirm that this is the position of Her Majesty's Government, subject to the points to which I now turn.

'The list of questions which we wish to see covered in negotiations remains the same as those put forward by the previous British Government in July 1967. For Euratom and the European Coal and Steel Community we seek only a very short transitional period. Adaptation to the obligations of the European Economic Community will clearly require more time than that. And it would be unrealistic not to face up to the fact, at the outset, that there are some very difficult problems to be solved. Our main problems, as you know, concern certain matters of agricultural policy: our contribution to Community budgetary expenditure; Commonwealth sugar exports; New Zealand's special problems; and certain other Commonwealth questions.

'The position which the previous British Government took in July 1967 was, of course, subject to developments in the Com-

munity in the meantime. Fisheries policy may prove to be one such development. In the field of Community budgetary arrangements, recent developments have made the problems facing our membership more difficult. As you know, our predecessors had looked forward to Britain's taking part as a full member in the negotiation of the financial arrangements for the period after the end of 1969. Had we done so, the resulting agreement would no doubt have made fair provision for us as it has for each of the existing members of the Communities. But we were not party to your agreement. And the arrangements which must in any case be agreed to enable a new member to take part in the budgetary provisions of the European Communities will constitute one of the crucial elements in the negotiation on which we are embarking. When the European Commission gave its Opinion on our candidature in September 1967, it was recognised that the existing financial arrangements would, if applied to Britain, "give rise to a problem of balance in sharing of financial burdens". I think it will be generally agreed that the new decisions have for us made that problem of balance more severe. And so we have to work together to find a solution to this basic problem which will be fair and sound for the enlarged Community and for all its members. If I appear to labour this point, it is only because, unless such a solution is found, the burden on the United Kingdom could not be sustained and no British Government could contemplate joining. Moreover, without such a solution, the whole basis of stability and confidence, essential to the further development of the Communities, would be lacking.

'A few weeks ago Mr. Heath spoke about the future development of the Communities. He said that we shared your determination to go on from what has already been achieved into new spheres of co-operation beginning with economic and monetary matters, but at the same time laying the foundations for a new method of working together in foreign policy and defence. In all these problems, he added, we should seek to achieve solutions which are Community solutions. We welcome the moves which you have already made towards closer economic and monetary integration and are ready to play our full part. And there are other aspects of policy, in regional policy, and of course in the field of technology where we are already working together, but where so much more could be done once the Communities had been enlarged

'I have said enough today to show you that the new British Government is determined to work with you in building a Europe which has a coherent character of its own. If the Communities are to develop: and if we are to find Community solutions to our common problems, we shall need the machinery to take the decisions That means sharing in the continued development of effective institutions—effective to do those things which our joint experience shows to be necessary and advantageous to all. That has always been our practical approach to institutional change. What matters—to you and to us—is that our objectives are the same, and we no less than you, will want the institutions to match those objectives.

'I have said that we accept the Treaties and their objectives. But it is not simply a question for us of accepting what you have done. Like you we look to the future. As the Commission recognised in its Opinion of last October, the accession of additional countries will be of great value for the Communities both in their internal development and in the exercise of increased responsibilities in the world.

'I have refered to the main points which we wish to see covered in negotiations. We hope the negotiations can be kept short and confined to essentials. I am told that the problems which you have been discussing for the last six months in preparation for these negotiations are very much the same as ours. So these are common problems for us and for you—how to enable an enlarged Community to function most effectively for the advantage of all. Our wish is to look together in the spirit of the Community for solutions which in the words of the Commission's Opinion of 1969 will ensure the cohesion and the dynamism which will be indispensable in an enlarged Community.

'Mr. Chairman, after many years we now have the opportunity to realise together a Europe which has a coherent character of its own. We have the same defence interest; our political interests are growing every day progressively closer. As we develop new policies together we shall, as I have said, find it natural to develop the institutional machinery which we shall need to execute those policies. If we can together succeed in the negotiations now begun then, as Sir Winston Churchill said, there will be not limit to the happiness, to the prosperity and glory which Europe's people will enjoy. So let none of us spare any effort in these negotiations. Inspired by goodwill and united by so many aims and hopes and interests, this time we can succeed.'

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continued until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 22.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.05	1-(4-Nitrophenyl) propane-1, 2, 3-triol	4-Nitrophenyl glycerol	December 31, 1970	11159
29.35	2-(3-Trifluoromethylanilino) nicotinic acid	Niflumic acid (2-)m-trifluoromethylamine nicotinic acid	December 31, 1970	13460
29.42	N^4-*n*-Propylajmalinium hydrogen tartrate	N-(n-propyl)-ajmaline hydrogen tartrate	December 31, 1970	13461
81.02	Molybdenum alloy sheet containing not less than 98% by weight of molybdenum and not more than 1% by weight of titanium as the major alloying element, of a thickness not less than 1 millimetre nor more than 5 millimetres, and of such dimensions that the top surface area of the sheet does not exceed 3,600 square millimetres.	Molybdenum alloys	December 31 1970	651
	Molybdenum alloy slabs containing not less than 98% by weight of molybdenum and not more than 1% by weight of titanium as the major alloying element, of a thickness of not less than 12 millimetres nor more than 51 millimetres, and of such dimensions that the top surface area of the slab does not exceed 915 square millimetres.	Molybdenum alloys	December 31, 1970	651
	Cylindrical molybdenum alloy bars containing not less than 98% by weight of molybdenum and not more than 1% by weight of titanium as the major alloying element, of a diameter of not less than 5 millimetres and not more than 357 millimetres, and of a length of not more than 508 millimetres.	Molybdenum alloys	December 31, 1970	651
	Cylindrical molybdenum alloy tubes containing not less than 98% by weight of molybdenum and not more than 1% by weight of titanium as the major alloying element, of an external diameter of not not less than 12 millimetres nor more than 64 millimetres, of a wall thickness of not more than 13 millimetres, and of a length of not more than 381 millimetres.	Molybdenum alloys	December 31, 1970	651

Anti dumping duties—provisional charge on French new potatoes

IN THE *Board of Trade Journal* of July 1, page 10, the above news item referred to the Customs Union (Dumping and Subsidies) Act, 1969. This should have been the Customs Duties (Dumping and Subsidies) Act, 1969.

ECGD backing for overseas contracts

BELOW ARE DETAILS of a number of announcements made by the Export Credits Guarantee Department regarding overseas contracts:

Medium-term credit for exports to South Africa

THE EXPORT Credits Guarantee Department has guaranteed a project line of credit which commits £30 million, with provision for eventual increase up to £75 million, for the purchase of British capital equipment and associated services for the development programmes for the South African Iron and Steel Industrial Corporation, Ltd. (ISCOR).

The credit facility has been negotiated by J. Henry Schroder Wagg & Company Ltd., acting on behalf of themselves and the London Clearing and Scottish banks, and with it ISCOR plans to purchase capital equipment for its extensive development programmes, which include the building of a new steelworks, improvements and extensions to its existing two works, and enlargement of its mines. In addition, ISCOR is studying the possibiilty of exporting large tonnages of iron ore, which would require the development of a railway system and of port facilities, should the plan for the export of iron ore come to fruition. The credit will be available over the next three years for contracts down to a minimum value of £50.000, thus enabling smaller as well as larger capital goods manufacturers to take advantage of the favourable terms. Lengths of credit will range from 5 to 10 years from date of delivery or completion, depending on the value of the individual contracts.

£3.3 million contract for Portugal

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a further contract gained by C. A. Parsons & Company Ltd. of Newcastle upon Tyne and John Thompson (Design and Contracting Division) Ltd. of Wolverhampton for the supply and erection of a fourth boiler and turbine generating set for the Carregado thermal power station, Portugal.

The contract with Companhia Portuguesa de Electricidado SARL is worth approximately £3.3 million and follows the contract for a similar steam generating set which was placed with Parsons & John Thompson by the Portuguese company in 1968. The finance for this previous contract was also guaranteed by ECGD. The steam generating set is expected to be commissioned in the spring of 1973.

Pulp and linerboard mill for Portugal

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract for the design, supply of equipment and materials, and associated services for the construction of a pulp and linerboard mill to be erected at Viana do Castello, near Porto, Portugal.

The contract, worth £13.7 million, is between Walmsleys (Bury) Ltd., of Bury, Lancashire, and Cellulose Do Norte SARL. The mill, which is expected to be commissioned in 1973, will be designed to produce 400 metric tons of kraft linerboard per day.

£8 million contract for pulp mill for Spain

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract for the supply of British equipment and materials and associated services for the construction of a pulp mill to be erected in the province of Asturias in Northern Spain.

The contract worth a total of approximately £8.172 million, is between Parsons and Whittemore Lyddon Ltd., the Croydon-based pulp and paper mill engineers and Celulosas de Asturias SA, a company recently formed and jointly owned by Sociedad Nacional Industrias Aplicaciones Celulosa Espanola, SA, and La Papelera Espanola, SA. The delivery of equipment is expected to begin within the next 12 months and the mill commissioned in 1973. When fully operational the mill will produce 100,000 tons per annum of semi-bleached or fully-bleached kraft pulp from locally grown softwoods and hardwoods.

£5 million credit for Rumania

RUMANIA WILL purchase up to £5 million of British capital and quasi-capital goods and associated services on favourable credit terms under a line of credit negotiated by ECGD and N. M. Rothschild & Sons with officials of the Rumanian Bank of Foreign Trade and finalized in Bucharest last week.

Rumanian buyers in both the private and public sector will be eligible under the credit, which will provide facilities for the purchase of capital and quasi-capital goods including airfield equipment, packaging and food processing equipment, shoemaking machinery, textile machinery, laboratory equipment, electro technical equipment, metal working machinery, diesel motors and various items of equipment and machinery for the oil, mining, constructional and metallurgical industries. Other industrial goods are likely to be agreed between the parties at a later date.

Exporters who contemplate business in Rumania under the credit should ask prospective purchasers to inquire from the Rumanian Bank of Foreign Trade whether the business in question may be financed under the credit, and are also advised to ask ECGD immediately for full details (Mr. J. Pilbeam, Buyer Credits Division, Tel. 01-606 6699, Ext. 7302).

More exports to Argentina

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering a loan of £7.46 million to assist in the financing of a £19 million contract between Hidronor SA of Argentina and the Anglo-Argentinian Power Construction Consortium whose members comprise Balfour Beatty & Co. Ltd., British Insulated Callender's Construction Co. Ltd., Painter Brothers Ltd., and Adelphia SA.

The loan covers the entire cost of United Kingdom supplies and services to be provided under a contract for the supply of transmission lines and associated equipment over 700 miles between the El Chocon-Cerros Colorados complex and Buenos Aires. The loan is repayable over a period of 15 years beginning in January 1975.

The El Chocon Hydroelectric scheme, which will be one of the largest of its kind in the world, is being constructed to utilize the water resources of the Comahue Region of Argentina for the generation of electric power, to reduce river flooding in the Rio Negro Basin and to improve the existing water supply for the extension of irrigation.

£6 million credit for South Korea

SOUTH KOREA will purchase up to £6 million of British capital goods and associated services on favourable credit terms under a line of credit negotiated by Lloyds Bank Ltd. with officials of the Korea Exchange Bank and guaranteed by ECGD.

South Korean buyers in both the private and public sector will be eligible under the credit, which will provide facilities for the purchase of capital goods including textile machinery (including knitting machines and other processing equipment), chemical processing equipment and other capital goods agreed between the parties.

Exporters who contemplate business in South Korea under the credit should ask prospective purchasers to inquire from the Korea Exchange Bank whether the business in question may be financed under the credit, and are also advised to ask ECGD immediately for full details (Mr. H. E. Allen, Buyer Credit Division, Tel. 01-606 6699, Ext. 211).

Contracts for Panama

THE EXPORT Credits Guarantee Department has signed two Financial Guarantees covering the financing of two bulk carriers each of 34,400 tons deadweight, worth a total of £4.125 million, for Panama.

One vessel will be owned by Compania Arkadia de Navegacion SA, Panama, and the other by Compania Makedonia de Navegacion SA, Panama. Both vessels are to be built by Doxford & Sunderland Ltd. of Sunderland, and are scheduled for delivery in March 1971 and February 1972.

Amendments to the consolidated list of goods subject to security export control

THE FOLLOWING further amendments should be incorporated in the complete list which was published in the *Board of Trade Journal* of October 8, 1969, pages i-xvi, and subsequently amended on December 24, 1969.

Atomic energy list

A.E.5 *Delete* the first note in italics and substitute:
'Individual shipments containing up to 10 *kg of deuterium, except as limited by sub-item A.E.*35(*b*)'.

Industrial list

Group D General industrial equipment

1355 *Add* after the reference to I.L. 1564(a) in line 2 of sub-item (b), 'and (c)'.

Group F Electronic equipment including communications and radar

1501 *Amend* the first line of the italicized note to sub-item (c) to read:
'Equipment described in sub-item (c) (*i*) *provided that it is for use in.....'*.

Group G Scientific instruments and apparatus, servomechanisms and photographic equipment

1565 *Add* the following two new parts to sub-item (d):

(6) The computer is equipped with 'terminal devices' located remote from the 'computer operating area' as follows:
  (i) the 'total effective bit transfer rate' (excluding parity, word marker and flag bits) as limited by any communication channel exceeds 1,400 bits per second;
  (ii) the 'effective bit transfer rate' of any 'terminal device' exceeds 1,200 bits per second;

(7) The computer has interface equipment for which:
  (i) the 'effective bit transfer rate' of any interfaced 'communication channel' exceeds 200 bits per second; or
  (ii) any interfaced 'communication channel' is not dedicated full time to the given application.

Add the following two new sub-paragraphs to the italicized Note (4)

(*v*) *For 'terminal devices' located remote from the 'computer operating area':*
  (*a*) *the 'total effective bit transfer rate' (excluding parity, word marker and flag bits) as limited by any communication channel does not exceed* 4,800 *bits per second;*
  (*b*) *the 'effective bit transfer rate' of any 'terminal device' does not exceed* 2,400 *bits per second;*

(*vi*) *For computers with interface equipment:*
  (*a*) *the 'effective bit transfer rate' of any interfaced 'communication channel' does not exceed* 1,200 *bits per second; and*
  (*b*) *all interfaced 'communication channels' are dedicated full time to the given application.*

First meeting of SITPRO Board

THE SIMPLIFICATION of International Trade Procedures Board (the SITPRO Board) sponsored by the Board of Trade 'to guide, stimulate and assist the rationalization of international trade procedures, and the documentation and information flows associated with them' held its first meeting on July 1, in London, under the chairmanship of Lord Thorneycroft.

The Board's first task is to follow up the recommendations of the Report published recently by the earlier SITPRO Committee of Inquiry set up in 1968 by the NEDO.

Notes:

Lord Thorneycroft has invited the following to join the Board:

Vice-chairman:

Mr. N. J. Freeman, CBE, JP, a general manager, Imperial Chemical Industries Ltd.

Members:

Mr. A. A. Barber, export accounts manager, Ransome Sims and Jeffries Ltd.
Mr. H. V. J. Brooks, shipping manager, Unilever Ltd.
Mr. F. W. Hammond, international freight manager, British Railways Board.
Mr. D. R. Hunter, MC, head of central distribution, Imperial Chemical Industries Ltd.
Mrs. D. C. L. Johnstone, CBE, a commissioner, Board of Customs and Excise.
Mr. W. D. Koster, general manager, Cargo Development, BOAC.
Mr. W. J. Luxton, CBE, director, Federation of Commonwealth Chambers of Commerce and the London Chamber of Commerce.
Mr. N. N. B. Ordman, director of planning, Port of London Authority.
Mr. A. D. Peck, CB, MBE, second secretary, Board of Trade.
Mr. B. P. Shaw, manager, Furness Withy & Co. Ltd.
Mr. P. H. Sinclare, research director, National Ports Council.
Mr. H. J. Thompson, Lloyds.
Mr. B. S. Wheble, director, Brown Shipley & Co. Ltd.

Other appointments may be made later.

The address of the Board is at present: Millbank Tower, 21 Millbank, London, S.W.1 (Tel. 01-834 3811).

Report of the Patent Office for 1969

THE COMPTROLLER-GENERAL'S Annual Report to Parliament on the work of the Patent Office in 1969 was published last week. It reports intense international activity aimed in particular at achieving a measure of work-sharing and rationalization between national patent offices, and describes the work done towards establishing a European Patent and the Patent Co-operation Treaty which was the subject of a Diplomatic Conference in Washington earlier this year.

The Report shows a continuing upward trend in the numbers of patent applications and complete specifications filed, the 1969 figures for both being all-time highs.

Applications for Industrial Designs fell for the fourth consecutive year and, at the end of 1969, were 5.7 per cent less than the 1968 level.

Trade mark applications received in the year increased to 17,139. This was 2 per cent above the 1968 figure which was itself a record.

Copies of the Report (*Patents, Designs and Trade Marks*, 1969) can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches (price 4s.) or by post (price 4s. 4d.) from HMSO, PO Box 569, London, S.E.1.

Patent rule amendments

THE PATENT (Amendment) Rules 1970 which were published on July 3, and came into operation on July 4, further amend the Patent Rules 1968. Amendments to Rules 5 and 19 allow paper of A4 size to be used for documents and drawings filed at the Office and permit the use of large sheets for drawings only in exceptional circumstances. An amendment to Rule 145 specifically excepts certain additional documents from public inspection and a request under that rule that a document is to be treated as confidenial may now be made by any party to the proceedings within 14 days of its filing.

Copies of the new Rules (S.I. 1970/955) may be obtained from the Patent Office, Orpington, Kent, BR5 3RD, from the Sale Branch counter, The Patent Office, 25 Southampton Buildings, London, W.C.2, and from Her Majesty's Stationery Office and branches, price 9d. (by post 1s. 1d.).

BIM sets up Centre for Physical Distribution Management

THE BRITISH Institute of Management has announced that its Council has approved the setting up, under Institute auspieces, of a Centre for Physical Distribution Management (PDM). The affairs of the PDM Centre will be overseen by a Board representing industry, universities, government and agencies active in the field of distribution, under the chairmanship of Sir Reginald Wilson, chairman of the National Freight Corporation. The Centre will have its offices at BIM's headquarters, Management House, London.

The aim of the Centre will be 'to promote the study and understanding generally, in both theory and practice, of the scope and significance of PDM and to gain the awareness, acceptance and personal involvement of top management in the proper deploymet of PDM.'

The Centre will be starting its work in the autumn but plans are already in preparation for a variety of activities and a series of publications covering the systems and management techniques involved in PDM.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

Additions and Amendments to the Register

A LIST OF additions and amendments made to the alphabetical index to the register between April 1 and June 30, 1970, is given below; the amendments are shown in italics.

'D' and 'F' agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1970, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 12) on January 7, 1970.

Agreements referred to the Restrictive Practices Court

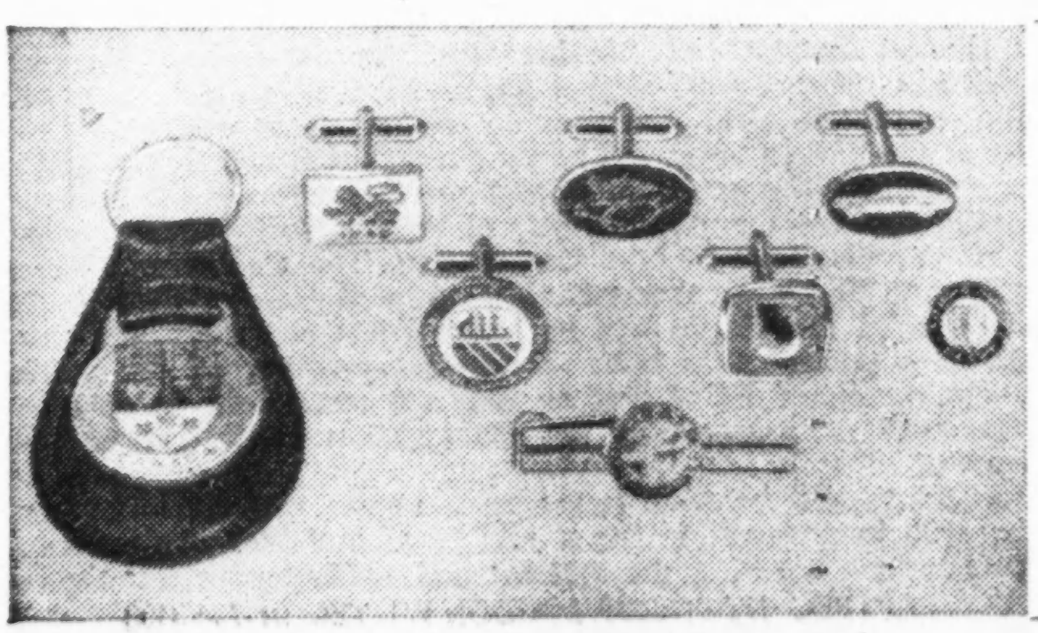
On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals and the list given below headed 'Agreements referred to the Restrictive Practices Court' brings the position up to date as at June 30, 1970. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, WC2A 1SP. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreement not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Regis-

Additions and amendments to the Register

Registered No. of Agreements	Commodity
	A
3473	Agricultural chemicals, agricultural products, animal feeding stuffs, fertilizers
1577	Agricultural machinery, livestock nursery stocks, seeds for planting (flower and vegetable), sugar beet seed
125	Alcoholic beverages, Dundee, *add E*
2477	Alcoholic beverages, Dundee, *add E*
	B
2301	Bacon pigs, *delete E*
2305	Bacon pigs, *add E.4/73*
3227	Bacon pigs, *add E.4/73*
256	Baseplates, fishplates, rails, C.2/68, *add D.3/70*
	E
3325	Electrical installation, electrical goods, E
3332	Electrical installation, electrical goods, E
3337	Electrical installation, electrical goods, E
3354	Electrical installation, electrical goods, E
3399	Electrical installation, electrical goods, E
3434	Electrical installation, electrical goods, E
3438	Electrical installation, electrical goods, E
3444	Electrical installation, electrical goods, E
3470	Electrical installation, electrical goods E
3482	Electrical installation electrical goods, E
3486	Electrical installation, electrical goods, E
3519	Electrical installation, electrical goods, E
	F
1255	Fish, Clyde area, *add F.6/70*
3033	Fish, Mallaig and north west Scotland, *add C.3/70*
	G
3463	Games and toys
	H
255	Hides and calfskins, *add F.11/65*
	L
3163	Lace, Nottingham, *add F.5/70*
3548	Livestock
3068	Livestock
	N
3364	Newspapers and periodicals
3365	Newspapers and periodicals
3366	Newspapers and periodicals
3367	Newspapers and periodicals
3233	Newspapers and periodicals, Barnsley and district
3363	Newspapers (daily) and periodicals, Bournemouth and district
3228	Newspapers and periodicals, Bournemouth and district
3252	Newspapers and periodicals, Bradford and district
3235	Newspapers and periodicals, Bristol
3251	Newspapers and periodicals, Bury St. Edmunds and district
3241	Newspapers and periodicals, Crediton
3234	Newspapers and periodicals, Derby
3242	Newspapers and periodicals, Derby and district
3229	Newspapers and periodicals, Doncaster and district
3244	Newspapers and periodicals, Eastbourne and district
3240	Newspapers and periodicals, Exeter and district
3236	Newspapers and periodicals, Gloucester and district
3255	Newspapers and periodicals, Huddersfield, Keighley
3230	Newspapers and periodicals, Hull and district
3231	Newspapers and periodicals, Leeds and district
3254	Newspapers and periodicals, Newport and district
3238	Newspapers and periodicals, Northampton
3232	Newspapers and periodicals, Nottingham and district
3250	Newspapers and periodicals, Plymouth and district
3248	Newspapers and periodicals, Portsmouth and district
3249	Newspapers and periodicals, Reading and district
3247	Newspapers and periodicals, Sheffield, Chesterfield, Worksop
3253	Newspapers and periodicals, Southampton and district, D.66
3245	Newspapers and periodicals, St. Leonards and district
3239	Newspapers and periodicals, Southport and district
3237	Newspapers and periodicals, Stoke-on-Trent and district
3246	Newspapers and periodicals, Wellingborough and district
3489	Newspapers (Sunday)
3500	Newspapers (Sunday)
3510	Newspapers (Sunday)
3522	Newspapers (Sunday)
3535	Newspapers (Sunday)
3553	Newspapers (Sunday)
3557	Newspapers (Sunday)
3565	Newspapers (Sunday)
	S
2166	Submarine cables, *add D.10/66*
	Y
3542	Yarn and rayon cloth Lancashire



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trar, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. Quarterly lists (commencing April 11, 1969), headed as this paragraph is headed, have been published in the *Board of Trade Journal*, giving details of agreements in respect of which directions under the subsection have been given and are in force. These agreements are indicated in the index to the register by the symbol 'B'. Although these agreements are already included in the above-mentioned list of additions and amendments they have been shown separately under this heading for the benefit of readers. No directions have been received from the Secretary of State during the quarter ending June 30, 1970.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,

Chancery House, Chancery Lane, London, WC2A, 1SP;
9 Hope Street, Edinburgh, EH2 4EL;

21 Linenhall Street, Belfast, BT2 8BY.

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

'D' and 'F' Agreements

Registered No. of Agreements	Commodity	Area	D or F	Date
255	Hides and calfskins		F	Nov. 1965
256	Baseplates, fishplates, rails		D	Mar. 1970
1255	Fish	Clyde area	F	June 1970
2166	Submarine cables		D	Oct. 1966
3163	Lace	Nottingham	F	May 1970
3253	Newspapers and periodicals	Southampton district	D	1966

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreements	Commodity
1577	Agricultural machinery, livestock, nursery stocks, seeds for planting (flower and vegetable), sugar beet seed
3332	Electrical goods, electrical installation
3337	Electrical goods, electrical installation
3354	Electrical goods, electrical installation
3373	Electrical goods, electrical installation
3374	Electrical goods, electrical installation
3399	Electrical goods, electrical installation
3434	Electrical goods, electrical installation
3438	Electrical goods, electrical installation
3470	Electrical goods, electrical installation
3482	Electrical goods, electrical installation
3486	Electrical goods, electrical installation
3519	Electrical goods, electrical installation

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The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

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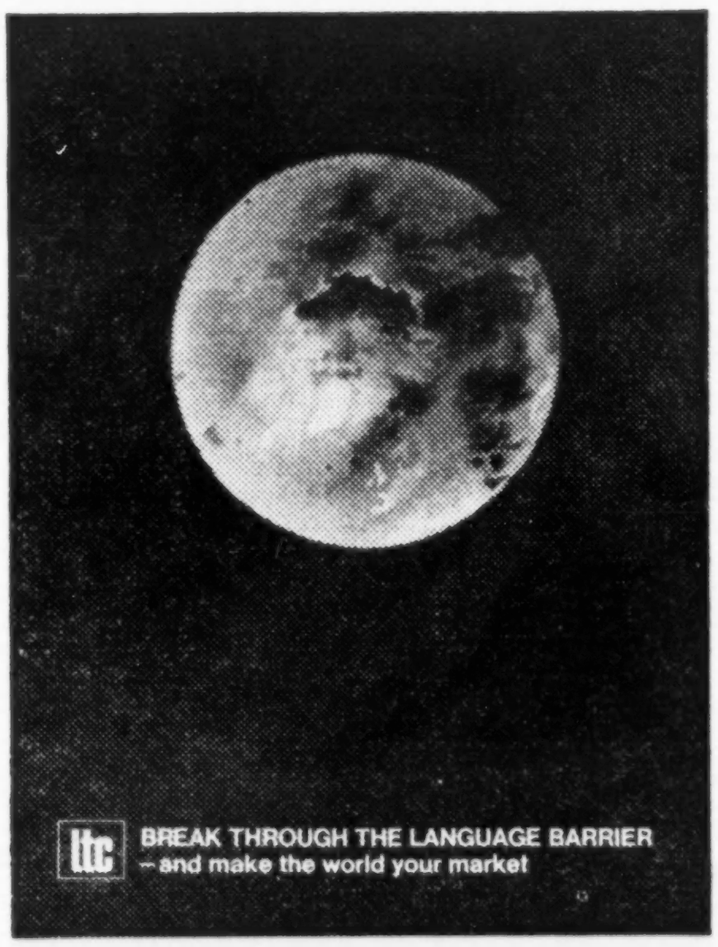

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Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during June in the lists of Dealers in Securities under Section 3 and 16 of the Act:

Licensed Dealers

Additions

Bank of Cyprus (London) Limited, 23/24 Margaret Street, London, W.1.

L. & I. Szpiro (Great Britain) Limited, 1 Maddox Street, London, W1A 2LT.

Deletion

Hope Jardine Securities Limited, 5 Queen Street, London, W.1.

Change of address

Merrill Lynch Pierce Fenner & Smith Limited, 25 Davies Street, London, W1Y 2BU.

Change of name

Morris Wigram & Company Limited has changed its name to Thames Guaranty Limited.

Exempted Dealers

Addition

Johnson Matthey (Bankers) Limited, 78 Hatton Garden, London, E.C.1.

Change of address

The Royal Bank of Canada Trust Corporation Limited, 30/32 Ludgate Hill, London, E.C.4.

Change of name

Birmingham Industrial Trust Limited has changed its name to First National Industrial Trust Limited.

Authorized unit trust schemes

THE FOLLOWING AMENDMENTS have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Target Trust Managers (Scotland) Limited, 16 Coleman Street, London, E.C.2.	Target Thistle Fund	Clydesdale Bank Limited, 30 St. Vincent Place, Glasgow, C.1.
College Hill Unit Trust Managers Limited, Canada House, 4 Norfolk Street, London, W.C.2.	College Hill Unit Trust	The Governor and Company of The Bank of Scotland, PO Box 51, Edinburgh, 1.
J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London, E.C.2.	Schroder Pension & Charity Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.

Changes

The entry for British Life Unit Trust, under the heading Unit Trust Services Limited, should be deleted and the following entry inserted in the appropriate alphabetical position.

Group and/or Management Company	Scheme	Trustee
The British Life Office Limited, Reliance House, Tunbridge Wells, Kent.	The British Life Unit Trust	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.

The name of British Industries Flexible Trust First Portfolio has been changed to Allied First Trust.

The following entry which appears under the general heading of The Castle Britannia Group Limited should be deleted.

Castle Premium Power Units
Castle Technical Development Units

The address of Allied Investors Trust Limited is now 55 Bishopsgate, London, E.C.2.

The Trustee of London Wall Financial Priority Units has been changed from Barclays Bank Limited to The Royal Bank of Scotland Limited, PO Box 51, St. Andrews Square, Edinburgh 2.

The address of Ganda Trust Managers Limited is now 55 Bishopsgate, London, E.C.2.

The Preferred Income Unit Trust and The Preferred Income Second Unit Trust have changed their names to Target Preference Share Fund and Target Income Fund respectively.

New film levy regulations

THE CONTINUED collection of the cinematograph film levy and some changes in the distribution of the proceeds are proposed in two sets of draft regulations laid before Parliament on July 2.

The Collection of Levy Regulations extend for a further 10 periods of 52 weeks the term during which a levy will be made on exhibitors' box office takings. The provisions of the existing regulations, which expire on October 4, 1970, continue unchanged; these include the rate of the levy which is one-ninth of the amount by which each seat price exceeds 1s. 6d.

The Distribution of Levy Regulations propose two changes in the distribution of the proceeds during the extended period. The first affects low cost films which are at present defined as films for which the labour costs do not exceed £25,000. These films may in certain circumstances receive enhanced payments from the fund, and the amendment will expand the definition of a low cost film to include films registered on or after October 4, 1970, if they do not exceed £50,000.

The other change relates to the use of studios outside the United Kingdom. A British film registered after March 31, 1971, in the making of which a studio is used, will no longer be eligible to receive payments from the British Film Fund if the playing time of scenes photographed, or sound recordings made, in a studio outside the United Kingdom, exceeds 7½ per cent of the total playing time of the film.

Copies of the regulations may be obtained from HMSO, 49 High Holborn, London, W.C.1, or by post from HMSO, PO Box 569, London, S.E.1. The regulations are:

The Cinematograph Films (Collection of Levy) (Amendment) Regulations (price 6d., by post 10d.); The Cinematograph Films (Distribution of Levy) Regulations, 1970 (price 1s. 9d., by post 2s. 1d.).

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
July 14-15	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366.)

Forklift trucks; Meadows and other generating sets; machine tools; fire pumps; diesel engines; fire extinguishers; rectifiers and transformers; aircraft ; testing trolleys; generator test benches; sirens; welding outfits; electric drills; vices; chain blocks; earth rammers; forklift crane attachments; extending ladders; sledge hammers and other small tools; metal pallets; alternators; oscilloscopes; electric cable; tyres; tarpaulin sheets; tentage; tent poles and lines sandbags; electronic valves; aircraft fuel pumps; actuators; regulators; cameras and film; avometers; binoculars; watches; compasses; sideboards; dressing tables; mirrors; tables; chairs and other furniture; crockery and cutlery; carpets; raincoats; greatcoats; ground sheets and various clothing; blankets; palliasse cases; scrap canvas, rags and webbing; aircraft, wireless, MT signal and electrical spares; also large assortment of miscellaneous stores.

July 22	Vehicles, miscellaneous stores	Queens Hall, Northern Ireland Memorial Buildings, 9-13 Waring Street, Belfast, 1	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 0232 20233.)

Mini Minors and Mini Buses; Hillman Huskys; Ford Zephyrs; Standard Ensign; Vauxhall Victors; Land Rovers; Morris J2 coaches; Bedford Utilecons and 7-ton cargo trucks; ambulances; Austin 1-ton cargo vans; Ford Thames 5-ton trucks; AEC Matador 10-ton trucks; Scammell tractors; Coles 2½- and 5-ton cranes; Sankey and Brockhouse ½-ton trailers; motor cycles; water tanks; hard wood boxes; millboard sheets; metal rack assemblies; large quantities clothing; textiles; furniture; kitchen equipment and other general stores.

July 28-30	Plant and machinery, miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Motor generators; electric motors; ventilation fans and heaters; motor alternators; transformers; trolley-mounted fire pumps; petrol-driven trailer fire pumps; drilling machines; oxy-acetylene and electric welding equipment; portable boilers (20 gallons); industrial vacuum cleaner; surplus medical equipment; concrete mixers; steel tanks; 10-ton Avery tensile testing machine; wind tunnel and pressure vessel and other plant equipment; jerricans; motorized rollers; mastic asphalt mixer; drinking water coolers; chairs; tables; settees; lockers; wardrobes; filing cabinets and other furniture; large assortment of miscellaneous clothing; various textiles; miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER — **MACHINE TOOLS**

Horizontal borer; bench, pillar and radial drills; grinders; gear cutters; capstan, turret and centre lathes; millers; presses; sawing, shaping, sheet metal-working, threadrolling and woodworking machines, etc. Located at Gosport, Hants. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, WC1V 6HE.

'Safety in the Air'

ON THE first page of the Supplement to the *Board of Trade Journal* of June 3 entitled 'Safety in the Air', the caption to the coloured photograph should have read: Photo elastic stretch analysis of a turbine engine blade root at Rolls-Royce Aero Engine Division. The technique involves determining the distribution of stress in a component by subjecting a Perspex model of it to a representative load. When viewed under load in polarized white light, it is seen covered with coloured fringes which in number are proportional to the applied stresss. The plastic is calibrated to determine the relationship between the fringe pattern and the strain.

BoT Office for Wales—new telephone number

THE TELEPHONE number of the Board of Trade Regional Organization Office for Wales, Cardiff, has been changed to 0222 62131, and not 022 62131 as published in the *Board of Trade Journal* of July 1, page 10.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	-39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	-47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	305	211	-22	37
1968															
1st quarter	115	118	133	134	114	105	138	126	135	146	147	-72	-100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	-14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	- 6	- 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	-24	- 9	- 1
4th quarter	120	124	146	146	114	103	136 r	142	148	126	134	157	100	7	28
1970															
1st quarter	117 p	124			114 p	103	130 p	141	138			6 p	58	-15	-41
1969															
December		124				103									
1970															
January		123				103									
February		124				104									
March		126				103									
April		125 p				103									
May						105									

	Orders		Prices and Costs				Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
				% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†	Basic hourly wage rates (all industries and services)					
	at 1963 prices	at 1958 prices	Index†				Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956			1963	1963	series in
£m. in base year							Series in thousands			4,983	4,365	£ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,566	114	105	-393
1965	123	121	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	- 81
1966	118	105	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	121	-322
1968	108	129	125·0	4·7	120·5	112·4	187·3	541	188	24,319	159	150	-297
1969	117	124	131·8	5·4	125·0	115·9	197·4	535	200		167	169	415
1968													
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·2	541	185	24,321	158	142	-107
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	547	189	24,276	161	154	- 10
4th quarter	108	129	127·2	5·0	120·4	113·1	191·0	532	202	24,316	160	159	- 68
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·1	532	198	24,317	163	159	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	519	202	24,277	169	167	74
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	547	200	24,205	168	173	147
4th quarter	117	124	133·7	5·1	127·3	118·0	201·6	544	199		169	177	171
1970													
1st quarter	123 p	125 p	136·2	5·0	130·1	120·4	208·8	561	192		172	180	144
2nd quarter								563	187				
1970													
January	121 p	127 p	135·5	5·0	129·4	119·5	206·1	558	195		167	182	
February	120 p	126 p	136·2	4·9	130·0	120·5	209·4	557	192		172	174	
March	123 p	125 p	137·0	5·1	130·8	121·6	210·9	567	188		176	185	
April	123 p	123 p	139·1	5·6	130·4 p	122·4 p	211·5	567	188		181	187	
May			139·5	6·1	129·0 p	122·7 p	212·5	560	187		177	174	
June								561	187				

† Not seasonally adjusted. ‡ Including re-exports.

Vehicle production in May

THE MINISTRY of Technology have announced that in the four weeks ended May 30, the average rate of recorded production of cars was 34,442 a week, 7 per cent lower than in the corresponding period last year. The fall was entirely in production for export which was down by 20 per cent on the average weekly rate in May 1969; production for the home market was 7 per cent higher than last year. The average rate of recorded production of commercial vehicles was 10,386 a week, 10 per cent more than last year, and at a rate exceeded only once before (in May 1965). Production for export was 5 per cent higher than in May 1969, and at a weekly rate exceeded only in November 1969, and production for the home market was up by 13 per cent.

Car production was again reduced considerably by industrial disputes in May, and on a seasonally adjusted basis was about the same as in April for both home and export markets. Total car production, seasonally adjusted, in the three months March-May was 8 per cent lower than in the preceding three months when strike losses were less significant; export production fell by 10 per cent and home market production by 7 per cent.

On a seasonally adjusted basis commercial vehicle production was appreciably higher in May than in April, with almost all of the rise accounted for by increased production for export. However, in the three months March-May total commercial vehicle production, seasonally adjusted, was 6 per cent lower than in the preceding three months, with export production down by 2 per cent and production for the home market down by 8 per cent.

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1968 1st quarter	143	84	59	32·4	21·2	11·2
2nd quarter	148	82	66	32·3	20·4	11·9
3rd quarter	157	85	72	34·5	21·7	12·8
4th quarter	158	87	71	37·1	23·0	14·1
1969 1st quarter	141	76	65	38·1	23·1	15·0
2nd quarter	150	78	72	39·5	22·9	16·6
3rd quarter	145	74	71	39·7	22·8	16·9
4th quarter	135	69	66	37·9	22·1	15·8
1970 1st quarter	138	76	62	37·2	22·7	14·5
1969 January	158	86	72	43·1	26·3	16·8
February	146	79	67	39·5	23·7	15·8
March	118	61	57	31·8	19·3	12·5
April	149	80	69	40·2	23·7	16·5
May	146	72	74	38·2	21·7	16·5
June	156	83	73	40·2	23·4	16·8
July	155	80	75	41·8	23·9	17·9
August	148	73	75	39·7	22·7	17·0
September	133	70	63	37·5	21·8	15·7
October	131	63	68	32·9	19·5	13·4
November	139	69	70	41·1	23·6	17·5
December	137	76	61	39·7	23·3	16·4
1970 January	154	83	71	44·0	27·0	17·0
February	135	76	59	34·5	22·6	12·9
March	125	69	56	32·2	18·7	13·5
April	133	75	58	38·3	23·9	14·4
May	134	75	59	41·5	24·3	17·2
Average of:						
Dec. 1969-Feb.	142	78	64	39·7	24·3	15·4
March-May 1970	130	73	57	37·3	22·3	15·0
Percentage change	*- 8*	*-7*	*-10*	*-6*	*-8*	*-2*

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8 754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259 331	149,855	7,869
1969	53	1 717.073	892,758	824,315	32,398	465,776	272,998	192,778	8 788
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104.465	66 754	37,711	8,036
3rd quarter	13	389 586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469 663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239 544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426.099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122.188	61,727	60,461	30,547	32,579	19,533	13,046	8.145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158.570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114.814	62,565	52,249	28,703	33,340	19,759	13,581	8,335
October	5	148,877	78,098	70,779	29,775	38,389	23,017	15,372	7,678
November	4	129,177	64,176	65,001	32,294	39,313	22,142	17,171	9 828
December	5	148,045	79 908	68,137	29 609	42,869	24,983	17,886	8,574
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62 638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16.858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76 016	61,750	34.442	41,542	24 494	17,048	10,386

Retail trade in May

AFTER ALLOWING for seasonal influences, the volume of retail trade in the three months ended May was at much the same level as has prevailed since the middle of 1969. There was little change in the volume of sales by food shops in the three months ended May 1970 compared with the previous three months, and the increases shown by clothing and footwear shops and by other non-food shops were offset by a decrease in the turnover of durable goods shops.

In May itself the volume of retail trade was somewhat higher than has been recorded in recent months; in rounded terms the index reached 105 (1966=100) compared with a range of between 102 and 104 during the previous 12 months. It is too early to know whether the higher figure for May represents the beginning of an upward movement in the volume of sales, or whether it is no more than one of the fluctuations to which this series is subject. The particularly high figure for clothing and footwear shops owes something to the improved weather after an extended period of wet and cold.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 2nd quarter	102	101	103	102	102	103
3rd quarter	103	102	104	104	106	103
4th quarter	104	104	104	105	105	104
1969 1st quarter	102	103	101	102	102	100
2nd quarter	104	103	104	105	104	103
3rd quarter	103	103	103	105	104	102
4th quarter	103	103	103	103	105	102
1970 1st quarter	103	104	103	103	105	102
1969-70 Dec.-Feb.	103	103	103	104	105	102
Mar.-May	103	103	104	105	104	103
Percentage increase	—	—	—	*2*	*- 1*	*1*
1969 October	103	103	103	102	105	102
November	103	102	103	105	106	102
December*	103	103	103	103	105	102
1970 January	103	104	102	102	102	102
February	104	103	105	106	108	103
March*	103	103	102	102	104	101
April	103	102	103	105 r	101	103
May	105	103	106	112	106	105

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 2nd quarter	107	106	108	106	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	112	112
1969 1st quarter	112	114	110	108	110	111
2nd quarter	114	115	114	113	113	115
3rd quarter	115	116	114	113	113	115
4th quarter	116	117	115	113	116	117
1970 1st quarter	118	120	117	114	117	119
1969-70 Dec.-Feb.	117	118	117	114	116	118
Mar.-May	119	120	119	118	117	120
Percentage increase	*2*	*1*	*2*	*3*	*1*	*2*
1969 October	116	117	115	112	116	117
November	116	116	116	114	117	116
December*	116	118	115	113	115	116
1970 January	117	119	116	112	115	118
February	119	119	119	117	120	120
March*	118	120	117	113	116	118
April	119	119	119 r	117 r	116	120
May	121	120	122	124	121	123

r = Revised following receipt of later information.

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by May 1970 sales was the four weeks from May 3, 1970 to May 30, 1970, the corresponding period in 1969 was from April 27, 1969 to May 24, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

Final results of the Census of Distribution 1966: revision

THE FOLLOWING TABLE should be substituted for Table 2 in the article published in the *Board of Trade Journal* of March 18, 1970, page 747, entitled 'Final Results of the Census of Distribution 1966.' The figures for 1957-61 in this revised table have been recalculated, including for both census years the figures for market traders and mobile shops excluded in 1966.

Table 2. Percentage change between censuses in Establishments and Turnover by Form of Organization and Broad Kind of Business, 1950-57, 1957-61, 1961-66

Kind of Business	Establishments			Turnover		
	1950-57 (†)	1957-61 (†)	1961-66 (‡)	1950-57 (†)	1957-61 (†)	1961-66 (‡)
	%	%	%	%	%	%
TOTAL RETAIL TRADE	*- 1·0*	*- 0·0*	*- 7·0*	*+ 51·7*	*+ 17·6*	*+ 26·1*
Co-operative societies	*+ 13·3*	*+ 1·6*	*- 9·2*	*+ 58·3*	*+ 6·0*	*+ 5·9*
Multiples	*+ 9·6*	*+ 13·9*	*+ 10·7*	*+ 72·3*	*+ 37·0*	*+ 48·8*
Independents	*- 2·8*	*- 1·8*	*- 9·5*	*+ 43·9*	*+ 12·1*	*+ 18·7*
Grocers and provision dealers	*+ 4·2*	*- 0·5*	*- 15·9*	*+ 65·9*	*+ 16·1*	*+ 23·7*
Other food retailers	*- 10·6*	*+ 3·2*	*- 9·0*	*+ 55·8*	*+ 14·6*	*+ 20·4*
Confectioners, tobacconists, newsagents	*+ 3·8*	*- 8·8*	*- 9·7*	*+ 39·9*	*+ 13·7*	*+ 31·0*
Clothing and footwear shops	*- 2·4*	*- 1·1*	*- 3·9*	*+ 22·1*	*+ 17·3*	*+ 27·4*
Household goods shops	*- 1·3*	*+ 11·3*	*+ 5·7*	*+ 59·0*	*+ 24·9*	*+ 34·5*
Other non-food retailers	*+ 1·7*	*- 4·4*	*+ 5·6*	*+ 50·4*	*+ 19·7*	*+ 47·8*
General stores	*+ 124·4*	*+ 1·8*	*- 24·4*	*+ 74·8*	*+ 22·0*	*+ 11·9*
SERVICE TRADES						
Boot and shoe repairers	*- 21·7*	*- 22·8*	*- 21·4*	*+ 19·0*	*+ 12·6*	*+ 2·4*
Hairdressers	*+ 4·1*	*+ 16·5*	*+ 18·6*	*+ 63·8*	*+ 55·6*	*+ 39·6*
Laundries, launderettes and dry cleaners (§)	..	..	*+ 22·9*	..	..	*+ 53·2*
TOTAL RETAIL TRADE as defined in Establishment Tables	*- 1·0*	*- 0·0*	*- 7·0*	*+ 51·7*	*+ 17·6*	*+ 26·1*
Electricity and gas showrooms	*+ 6·8*	*+ 6·5*	*+ 7·9*	*+ 60·9*	*+ 66·7*	*+ 50·3* (‖)
Mail order houses (§)	*- 13·1*	*+ 47·5*	*- 11·0*	*+ 175·3*	*+ 79·4*	*+ 89·2*
Automatic vending machine operators (§)	..	*+ 136·4*	*+ 115·4*	..	*+ 77·3*	*+ 167·3*
TOTAL excluding relay	..	*+ 0·0*	*- 6·9*	..	*+ 19·0*	*+ 28·0*

(†) Including market traders and mobile shops.
(‡) 1961 figures adjusted for exclusion of certain market traders and mobile shops in 1966.
(§) Numbers relate to organizations instead of establishments.
(‖) Excluding installation, maintenance and repair receipts by electricity and gas showrooms.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for April 1970 was 118. This represents an increase of 4 per cent on the index for April 1969, the base index being 100 in 1965.

All the main groups showed small increases. Department and general stores easily took first place with an increase of 12 per cent. The estimated volume of sales decreased by 1 per cent as compared with April 1969.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week *and percentage increase compared with a year earlier*

1965 = 100

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	1	109	3	100	1	95	-3	99	1	103	2	94	3
1968	109	6	118	8	104	4	100	4	106	7	107	3	101	7
1969	114	4	125	6	107	3	104	4	109	3	108	2	104	3
1968 2nd quarter	109	6	119	7	103	5	97	3	107	13	107	3	96	9
3rd quarter	107	6	115	7	103	5	93	3	103	6	110	4	93	8
4th quarter	115	5	125	12	109	1	115	4	104	-6	104	—	124	5
1969 1st quarter	109	3	126	11	98	-3	92	-1	96	-12	104	-2	88	-4
2nd quarter	115	5	128	8	106	3	103	6	113	6	107	—	102	7
3rd quarter	111	4	120	5	106	3	96	3	110	7	113	2	95	2
4th quarter	121	5	127	1	117	7	125	9	116	11	110	6	132	6
1970 1st quarter	115	6	128	1	107	9	105	14	108	12	112	7	96	9
1969 April	114	3	132	10	103	-2	98	5	106	-3	105	-4	98	-2
May	118	4	130	8	111	2	108	12	113	6	113	-4	104	8
June	113	9	124	8	106	9	104	2	120	15	103	9	105	16
July	116	5	121	7	113	4	104	8	116	7	120	1	100	5
August	113	3	125	8	105	—	92	—	110	5	115	-1	89	—
September	105	3	115	—	99	6	91	1	104	8	103	9	94	-1
October	113	3	123	1	107	4	108	6	114	4	103	—	112	11
November	115	4	127	—	108	7	123	12	106	7	102	5	106	3
December	135	7	130	2	137	11	144	7	128	23	126	12	178	6
1970 January	115	2	121	-1	112	4	114	8	120	9	115	3	87	-6
February	114	7	129	1	106	12	100	16	108	17	111	7	94	26
March	116	9	134	4	105	13	102	18	95	10	109	13	107	9
April	118	4	134	2	108	5	103	4	109	3	111	5	110	12

United Kingdom official reserves: June 1970

HM TREASURY have announced that after advance repayment of £31 million to the Bank for International Settlements, and long-term loan servicing payments of £32 million, the United Kingdom official reserves rose by £10 million to stand at £1,163 million at the end of the month.

Industry's stocks and capital expenditure

THE CAPITAL EXPENDITURE and industries stocks articles on the revised figures for the first quarter 1970, which were issued by the Ministry of Technology on July 2, would normally be published in this week's *Board of Trade Journal*. Owing to production difficulties these articles will now appear in next week's issue.

Inquiries, meanwhile, should be made for manufacturing industry to 01-222 7877, Ext. 2999 and for the distributive and service industries to 01-222 7877, Ext. 2998.

New companies registered in Northern Ireland

IN THE month of May 1970 one public company and 24 private companies with a total nominal capital of almost £216,0 0 were registered in Northern Ireland.

During the period January-May 1970 130 companies with a total nominal capital of almost £1.330,000 were registered as compared with 129 companies with a total nominal capital of almost £997,000 registered in the same period in 1969.

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Aircraft noise at Heathrow and Gatwick airports in the first quarter of 1970

HEATHROW AIRPORT, LONDON

MONITORING of the noise of departing turbo-jet engined aircraft continued during the first quarter of 1970.

The results are set out below, together with comparable figures for the same period in the previous four years:

Departing aircraft

Number of jet day departures	20,225
Number of jet day departures monitored	16,855 (*83·3%* of Total)
Percentage exceeding the permitted noise level of 110 PNdB	*0·4%*
Number of jet night departures	1,125
Number of jet night departures monitored	1,017 (*90·4%* of Total)
Percentages exceeding the permitted noise level of 102 PNdB	*2·9%*

Year		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1966	1st quarter	9,134	*0·9*	538	*3·7*
1967		11,724	*0·4*	581	*1·0*
1968		13,522	*0·5*	788	*2·9*
1969		11,449	*0·65*	931	*2·58*
1970		16,855	*0·4*	1,017	*2·9*

Arriving aircraft

During the quarter 1,113 aircraft (3.9 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees. Two aircraft (0.2 per cent of those monitored) were off the approach path, and explanations were obtained from the operators concerned.

Year		Number of Aircraft Monitored	Percentage Infringements
1966	1st quarter	1,120	*0·8*
1967		1,421	*0·4*
1968		1,211	*0·2*
1969		823	*0·36*
1970		1,113	*0·2*

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing turbo-jet engined aircraft continued during the first quarter of 1970.

The results achieved are set out below:

Number of jet day departures	4,620
Number of jet day departures monitored	3,521 (*76·2%* of Total)
Percentage exceeding the permitted noise level of 110 PNdB	*0·25%*
Number of jet night departures	123
Number of jet night departures monitored	108 (*87·8%* of Total)
Percentage exceeding the permitted noise level of 102 PNdB	*4·6%*

Noise monitoring commenced at Gatwick in July 1968, and figures for the only previous first quarter together with this quarter's results are given below for comparison:

Year		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1969	1st quarter	3,066	*0·7*	54	*12·9*
1970		3,521	*0·25*	108	*4·6*

Arriving aircraft

Monitoring of the approach path of arriving aircraft at Gatwick commenced in November 1969, using modified GGA equipment on runway 27 only. 237 aircraft were monitored (2.2 per cent of total approaches); there were no infringements of the approach path.

Current statistics to be available for new industries

QUARTERLY production statistics provided by the Business Statistics Office (BSO) are to be made available regularly for the following industries: Toys and games, sports equipment, musical instruments, rubber, packaging, paper and board, wall coverings and stationery. The statistics will show the value and quantity of sales of a very wide range of products and will start with the second quarter of 1970. By 1971 BSO aim to publish the results within three months of the end of each quarter provided firms supply the required information promptly.

The first inquiry forms are being despatched in the next few days and all firms (over 1,700) except the very smallest will be asked to supply data. The inquiries have been prepared in consultation with the trade associations concerned. The results will be published in the Business Monitor series on each industry available from HMSO.

Notes:

At present, detailed short-term statistics are available for some industries only. The series of quarterly inquiries, part of the new system of industrial statistics, will by 1973 cover all manufacturing industries. The system will provide more detailed and comprehensive statistics to meet the needs of industry. Apart from the quarterly inquiries the system includes:

(a) monthly summary figures of total sales of manufacturing firms;
(b) annual summary inquiries of total purchases, total sales, stocks, capital expenditure and wages;
(c) triennial inquiries into purchases of individual commodities.

Firms being approached are those employing 25 people and over except for the musical instruments and wall coverings industries where those employing 11 and over will be approached.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	May 18, 1970	
915,019	Standard Telephones & Cables Ltd.	Electromagnetic relays.
921,663	Standard Telephones & Cables Ltd.	Voice-frequency line signalling systems.
1,010,646	Standard Telephones & Cables Ltd.	Solid state devices.
1,039,257	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,039,915	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,040,676	Standard Telephones & Cables Ltd.	Digital shift register.
1,041,104	Standard Telephones & Cables Ltd.	Decade counters.
1,043,827	Standard Telephones & Cables Ltd.	Receivers of radio-frequency oscillations.
1,047,534	Standard Telephones & Cables Ltd.	Digital counting equipment.
1,050,310	Standard Telephones & Cables Ltd.	Pulse store.
1,051,926	Standard Telephones & Cables Ltd.	Pulse transformers.
1,077,841	Standard Telephones & Cables Ltd.	Memory devices.
1,082,358	Standard Telephones & Cables Ltd.	Double injecting semi-conductor.
1,094,639	Standard Telephones & Cables Ltd.	A thin film surface wave made dielectric wave guide.
1,142,316	Standard Telephones & Cables Ltd.	Thermionic valves.
	June 12, 1970	
1,104 729	Gevaert Agfa N.V.	Colour couplers for cyan
1,125 579	Gevaert Agfa N.V.	Photoconductive recording members
1,125,580	Gevaert Agfa N.V.	Photoconductive recording materials
1,127,201	Wilbur Gill	Piston type dispenser
1,129,907	Gevaert Agfa N.V.	Photochemically cross-linkable polymers and compositions containing thiadiazole groups
1,140,831	Gevaert Agfa N.V.	Electrographic reproduction method
1,160,955	Gevaert Agfa N.V.	New light-developable photographic material and recording process
1,160,956	Gevaert Agfa N.V.	New light-developable photographic material and recording process
	June 15, 1970	
1,018,870	Graydon Eugene Whitecotton	Piercing and blanking dies
1,027,377	Globe-Union Inc.	Semiconductor device and method of making the same
1,060,878	Creed & Company Ltd.	Code generating keyboards
1,066,028	Hans Meyer	Apparatus for ascertaining the errors of indicator measuring devices
1,066,126	F.F.S.A.	Apparatus for angularly adjusting the coupling of rotating moving members
1,095,125	Lewis Seymour	Electrical bridge circuits
1,127,208	International Standard Electric Corp.	Facsimile transmission system
1,150,277	Nagynyomasn Kiserleti. Intezet.	Process for producing catalysts and catalyst carriers
1,154,403	International Standard Electric Corp.	Image comparison tube and method of comparing optical images

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office

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Exhibitions and Fairs

British firms top list of foreign exhibitors at ACHEMA 1970

A report from the British Consulate-General, Frankfurt am Main

ONE HUNDRED and thirty-four British firms exhibited, either directly or through agents, at the 1970 European Meeting of Chemical Engineering (the ACHEMA Exhibition-Congress) in Frankfurt am Main from June 17-24. And, almost without exception, they were delighted with the success of their participation.

ACHEMA, organized once every three years by the Deutsche Gesellschaft fuer Chemisches Apparatewesen e.V (DECHEMA), is regarded as the largest and most important Chemical Engineering Exhibition-Congress of its kind in the world.

This year there were 2.200 exhibitors, an increase of 35 per cent on the 1967 figure, 650 of whom represented 22 foreign countries. The British, with 134 exhibitors, represented the largest foreign group, followed by the United States with 112, France 88, and Switzerland 85. The other countries represented were Italy, Holland, Sweden, the German Democratic Republic, Austria, Belgium, Denmark, Canada, Czechoslovakia, Poland, Japan, Hungary, Luxembourg, Spain, Finland, Monaco, the Republic of Ireland and, for the first time, Russia.

As the organizers of the Exhibition-Congress constantly stress, ACHEMA is not a trade fair, but a Congress; a massive programme of lectures, discussions and visits to industry built around a huge exhibition. This year the exhibition was in 23 halls and, to some extent, in the open air. It covered an area of 370,000 square metres. For the purpose of the Congress as such, the DECHEMA Institute premises, plus five lecture halls, a cinema and the Congress Hall in the Frankfurt fair grounds were available.

At both the official opening and closing ceremonies of ACHEMA, a British representative spoke, these being the only non-German speakers at those functions. At the opening Professor F. Morton, Manchester University, spoke as the representative of European Federation of Chemical Engineering, and at th closing ceremony Mr. G. A. Dummett, Crawley, made the final speech on behalf of all foreign participants.

Important as is the Congress as such, the exhibition naturally dominates the scene. It ranged over the whole field of chemical engineering – research, chemistry, process control systems, planning and construction of plant, pumps and compressors, packaging machinery, laboratory and analytical techniques, and materials testing.

British participation at ACHEMA 1970 was very much greater than in 1967, thus emphasizing the important and ever increasing role Great Britain plays in chemical engineering not only in Europe, but throughout the world. British firms were particularly strong in the chemical engineering, laboratory and analytical sectors, and very favourable comment was made on the professionalism of the United Kingdom exhibitors.

There were no national pavilions at ACHEMA; firms exhibited in the Halls appropriate to their particular products, and the British stands everywhere appeared to make a considerable impact on visitors. Seventy-two of the British firms participated in four joint ventures organized by the Board of Trade, in conjunction with the British Chemical Plant Manufacturers' Association, the Scientific Instrument Manufacturers' Association, the British Laboratory Ware Association and the Book Development Council, the first mentioned being the largest.

All the participants in the joint ventures expressed great satisfaction with the results of their participation, this being especially true of those taking part for the first time.

Some of the firms had visitors to their stands from as many as 40 countries. In addition to the obvious satisfaction engendered by this world-wide expression of interest in the British exhibits, it was also encouraging to hear of progress being made in arousing the interest of buyers in the Federal Republic of Germany. For whilst it is true that the Federal Republic is Britain's second largest trading partner, it is also a fact that the German market is a hard one to break into, not least since there are tariff barriers to be overcome which do not exist for the British firm's Common Market competitors.

HM Consul-General in Frankfurt, HM Consul (Commercial) and other members of the staff of the Commercial Section of the Consulate-General, as well as the Commercial Counsellor from HM Embassy in Bonn, visited the British exhibitors during the course of the Congress-Exhibition.

The main strength of British industry's contribution to ACHEMA lay in its ability to keep abreast of technological developments, and this was particularly noticeable among manufacturers of scientific and analytical equipment. In the last few years, the acceptance of British analytical equipment by German industry which demands only the most up-to-date and best, has been most encouraging.

Laboratory ware manufacturers also proved during the ACHEMA that they are more than capable of competing with those in the German and French industries. One case was heard of where a German manufacturer actually bought from his British competitor!

In the field of chemical plant engineering and planning, British firms were praised for their ability to design to customer requirement and more so for their flexibility, qualities apparently lacking in other countries.

There were a number of new developments shown by British firms that attracted particular attention. One firm showed, for the first time, a system of pipework detailing by computer, every demonstration of which always drew a crowd.

Another showed an image analysing computer, using for the first time a digital instead of an analogue base.

Other new developments were to be seen in the fields of laboratory and industrial analysis, where Britain showed itself particularly strong in gas chromatography and absorption analysis.

Mention must also be made of the large number of British firms who showed ancillary equipment such as valves, filters, compressors, pumps and castings, where design and development was often ahead of the competition.

One striking feature, particularly in the scientific instrument sector, was the effort made by British firms to identify themselves closely with their German agents, a fact very much appreciated in a market where after-sales service is of primary importance.

After any trade fair it is always difficult to estimate the amount of actual business done; with a Congress-Exhibition like ACHEMA it is quite impossible. But there is certainly no doubt that the British exhibitors were very satisfied both with the number and quality of the inquiries they received. The inquiries were, they felt, nearly always of a serious character, and many of them may well lead to orders in the future.

What is important is that old contacts were renewed and new contacts made. One or two British firms, particularly in the plant planning and construction sector, reported that they had formalized and finalized business the groundwork for which had been laid at the 1967 ACHEMA.

This tri-annual Congress-Exhibition in Frankfurt has become a popular meeting place for chemical engineers from throughout the world and British firms have not been slow to recognize that they can make during the eight days of ACHEMA contacts which would, if they could indeed otherwise be made at all, take months, not to mention the expense that would be involved. They clearly realized the international importance of ACHEMA.

Visitors examining Simon-Carves' display of pipework detailing by computer which attracted a lot of attention during Achema.

'Excellent business' reported by PAKEX exhibitors

FINAL ORDERS totalling many millions of pounds are expected as a result of PAKEX '70, the International Packaging Exhibition which closed at Olympia, London, on June 26.

Despite the heat, stands were reported to be packed with visitors each day. The official attendance was 30,933, averaging 6,186 visitors a day, and a marked feature this year was the increase in the number of overseas visitors, which exceeded the previous 1967 total by 86 per cent.

Mr. M. Paynter, chief executive of the Institute of Packaging, went so far as to say at the end of the exhibition that PAKEX '70 had created 'unprecedented interest'. 'In every aspect, it has fulfilled all expectations – in terms of serious interest, firm orders taken on the stand and the huge number of visitors from both the United Kingdom and overseas,' he added.

'Without doubt the show has made a great impact and has been described by many as one of the best-ever packaging exhibitions.'

Mr. Paynter's words have been backed up by a large number of success stories, particularly in the export field, from individual exhibitors at PAKEX.

A Dorset company, for example, won £40,000 worth of export orders in the first three days of the show. Mr. J. C. Wrixon, sales manager of Marden Edwards and Co. of Wimbourne, said that the sales had been made to a large number of countries. Several different packaging machines were involved, but the two that had sold best were an automatic overwrapping machine that gave an output of 90 packs a minute and his company's ME 4-2 model, which could handle 50 packs a minute.

PAKEX was equally successful for Markoprint Ltd. of Brentford, Middlesex, who took orders totalling about £60,000 on their stand. Mr. T. C. Roche, sales manager, said that the company made a range of marking, coding and overprinting machines and attachments, and that 80 Markomatic B marking and coding machines had been sold for the United Kingdom market with another 100 for export. Those orders alone totalled £18,000. 'This has been a most successful show for my company,' said Mr. Roche, 'and apart from the £60,000 worth of sales successes on the stand, we have received a very large volume of inquiries for follow-up.'

Buyers from Rumania and Poland each bought a £2,500 packaging machine from ID Packaging Ltd. of Burnley, Lancs. A representative of Coopexim, the Polish Co-operative Society in Warsaw, bought one model; earlier, a buyer from Bucharest had also bought a machine.

A French perfume packing company, Balenciaga of Paris, was reported as being extremely interested in cardboard 'Rol-Paks' exhibited by Rolex Paper Co. of Slough, Bucks. Previously, Rolex supplied the tubes for packing calendars or rolling-paper in mills and other plants, but recently it has been trying to interest manufacturers in using tubes for holding retail products. Mr. J. W. Stutfield, Rolex product manager, said the interest from the perfume packers, which will be followed up with their representatives in London, 'was an extremely pleasant surprise.'

About 70 per cent of the inquiries received by Protective Packaging (Developments) Ltd. about its polystyrene loose-fill packaging material 'Pelaspan-Pac' came from overseas, as far afield as New Zealand, Mexico and South Africa. These were mostly from people wanting to make the product under licence.

Yet another success story is reported from Telemex (Horsham) Ltd. Following the appearance of the Telemex-Systematix 32 2 random weight price labelling system at PAKEX, first deliveries of orders which now exceed $200,000 from major supermarket operators in the United States are now imminent. The company expects that these first installations will result in substantial further orders from the United States.

'If we have only 5 per cent conversion of all the new business which we discussed as a direct result of appearing at Olympia, the Packaging Exhibition will have paid off for us handsomely,' reports Vanguard Plastic's joint managing director, Mr. Tony Wright. From the business point of view, he says, the company undoubtedly met a considerable number of prospective overseas buyers with whom they had had no previous contact. From one of these there is every likelihood of agreement being reached for a contract which will mean for Vanguard over £200,000 a year of additional production. One other exciting prospect for the company is a know-how deal with a South American company. 'Their director was one of our first callers,' said Mr. Wright. 'We got samples from our works in Ely to his hotel in 48 hours and negotiations are already at a promising stage.'

Among the many overseas visitors to make a point of attending the Olympia exhibition was a party of 40 Yugoslav packaging executives, led by Mr. Novica Vucetin editor-in-chief of the Belgrade trade Journal *Savremeno Pakovanie* they also took the opportunity to call on leading British packaging firms.

PAKEX '70 was organized by Industrial and Trade Fairs Ltd. and sponsored by The Institute of Packaging. It ran at Olympia from June 22-26.

British manufacturers at Helsinki Transport show

A report from the British Embassy, Helsinki

IN CO-OPERATION with the Board of Trade and the Central Office of Information, the London Chamber of Commerce organized a joint venture display at 'Kuljetus '70', the 5th International Transport Exhibition which took place in the Winter Sports Hall, Helsinki, from May 22-25.

This exhibition, which is held every three years, is organized by the Finnish Society for Transport Economy and covers all aspects of transportation and mechanical handling. A total of 17,367 visitors attended the fair, three times as many as on the last occasion in 1967. As is customary at larger Finnish exhibitions, a high proportion of the visitors were trade buyers and other businessmen, and on this occasion the organizers estimated that over 90 per cent of the visitors were businessmen or represented end-customers. The exhibition attracted 250 exhibitors from 14 countries, who showed their products on 115 stands. British manufacturers were well represented. In addition to the four firms who exhibited in the British Pavilion and the outside area adjacent to the Exhibition Hall, a total of 32 British manufacturers were represented on their agents' stands. The British Pavilion was organized as part of the year-long Trade Drive 'Britain in Finland 1970' by means of which British industries in co-operation with the Board of Trade, the Central Office of Information and British National Export Council are making a serious effort to reduce the imbalance in Anglo-Finnish trade. Official statistics relating to this trade during the first five months of the year make it plain that the trade drive is going well and that British exporters to Finland are finding that their present competitiveness in this expanding market is gaining a larger share of the available business. It is worth mentioning that the average increase in annual sales of British transport equipment in Finland since the end of 1967 has averaged 23 per cent, which proves that the British transport equipment industry is gaining an increasing share in a market which has burgeoned since the devaluation of the Finnmark in October 1967.

Is this your opportunity to sell more to Sweden?

A LIVELY DEMAND, which appears to remain unsatisfied, for British footwear, leather goods, jewellery and men's clothing is reported by the British Vice-Consul in Gavle, Sweden, following visits to retailers who are staging a British Shopping Week from September 25 to October 3.

British suppliers are urged to press their Swedish representatives to approach retailers in Gavle as soon as possible, in order to take advantage of the opportunities presented by the Shopping Week.

Lists of appropriate retailers may be obtained from MR. R. F. A. Rowe, Board of Trade, Export Data Branch, Room J29, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245) or from the British Embassy in Stockholm.

Foreign delegations at Royal Show

AN exceptionally high number of foreign government delegations will be attending this year's Royal Agricultural Show at Stoneleigh Abbey (July 7-10) as a result of the activities of the British Agricultural Export Council.

In recent months the Council has undertaken a series of trade missions and study groups to encourage the sales of machinery, plant, equipment, livestock and technical know-how. The high regard for Britain's agricultural industry is reflected in the importance that overseas countries place in visiting the United Kingdom and the Royal Show.

The British Government, at the request of BAEC, has extended invitations to Saudi Arabia, Algeria and Malawi. Saudi Arabia will be represented by her Minister of Agriculture, Mr. Mishari; Algeria by Mr. Boucli, Secretary General to the Minister, together with supporting staff; and Malawi by the Agriculture Minister's Parliamentary Secretary, Mr. A. W. Mwafulirwa, and three members of the Malawi parliament.

The BAEC will also be host to the Danish Minister of Agriculture and his official party during their tour of the Royal Show.

As a follow-up to BAEC activities in Hungary, a strong team headed by that country's Deputy Minister of Agriculture, Dr. Istavan Gergely, and including Mr. Pal Izinger of the Centre of State Farms and Dr. Istavan Bölöni of the Institute for Farm Machinery and Mechanization, will be here as guests of the Government.

BAEC have invited Mr. Donev, Director General of Bulgarian Irrigation Systems, to this country for detailed discussions with the Taylor Woodrow irrigation group. The Council are hoping that the Czechoslovakian Minister, Dr. J. Crney, and the Polish Deputy Minister, Mr. Kasala, will be also able to attend the Royal Show.

Available for the first time in England on the Metrication Board's stand at the Royal Show will be a new leaflet on metrication for farmers and growers entitled 'Ten Points for Farmers'. (Copies are also obtainable free of charge from the Metrication Board, 22 Kingsway, London, W.C.2.).

Joint venture at 'Fespa', Hamburg: correction

IN THE *Journal* of June 17, page 1623, the name of the first body listed as having organized official British participation in the European Screen Printing Congress and International Exhibition was incorrectly printed. The correct name of this body is the Association of Point of Sale Advertising.

'Well satisfied' verdict from British firms at Nepcon-East, New York

By B. W. H. Goodman, British Trade Development Office, New York

AN IMPRESSIVELY hard-working team, representing nine United Kingdom manufacturers, participated in a Board of Trade joint venture sponsored by the London Chamber of Commerce, at the Eastern Section of the National Electronic Packaging and Production Conference (Nepcon-East), at the New York Coliseum from June 16-18.

One of a series of conferences and exhibitions (Nepcon-East, -West and -Central) held annually in the United States, together with the biennial Inter(national)-Nepcon held in Brighton, England, this affair was aimed specifically at the production and packaging segment of the electronic circuit market.

Over 350 manufacturers exhibited a full range of machines, tools, materials and supplies for the production of electronic components, from the design of masters through to the final PC and IC assembly.

The concurrent conference proceedings consisted of 13 technical sessions, with over 60 individual papers, together with a special series of meetings on automated production testing, separate discussion seminars on new techniques and four professional advancement courses.

Participation and admittance was strictly limited to those engaged in this rapidly developing sector of industry, a policy which produced a high calibre of visitor genuinely interested in the products displayed, and which contributed to the growing success of these shows.

Although attendance, at 17,200, showed only a nominal drop from the previous Nepcon-East show in Philadelphia last year, and significantly less of a decline than has been the experience of other United States electronic shows in recent months, there was understandable concern among exhibitors over the effects of the current economic squeeze.

There were many references to the slowdown of investment in new equipment by domestic manufacturers and, in some cases, to existing orders being reduced. However, the emphasis on, and interest in, automated, time and labour saving equipment, in what is already an impressively automated industry, indicated that many United States manufacturers were reacting characteristically to changed market conditions.

The decision of an alert conference management to assemble a co-ordinated printed circuit production line and a separate production test centre, containing the latest automatic and semi-automatic test equipment, was a valuable contribution. In addition, a very noticeable trend was the increasing number of companies already in, or preparing to enter, the leasing business.

It is rarely possible to treat a United States trade show in isolation when assessing its contribution to the long haul of establishing and selling United Kingdom products in this market, and Nepcon-East was no exception

However, as a vehicle for launching a new product or recently established subsidiary company, for supporting existing or new agents and, above all, for continuing dialogue and education in the conditions and trends of a challenging overseas market place, the Nepcon series is unique in its field. Unlike the IEEE, Wescon or, in the United Kingdom, the IEA shows, which are broad in scope, the Nepcon shows are directed at a closely identified product sector and, by their geographical spread, provide access in a 12 month period to the three prime areas of industry concentration or, alternatively, to single areas for firms seeking gradual penetration.

For the British group, most noticeably alert, inquisitive and intent upon extracting the maximum benefit from participation, the show presented three days of energetic activity.

All expressed considerable satisfaction with what they had achieved in terms of their various objectives and most plan to return next year. The group comprised Badalex Ltd., Dewrance Controls Ltd., Elite Engineering Ltd., Newland Silicones Ltd., Midsil Corporation, Nubal Electronics Ltd., Procirc Co. Ltd., Unimatic Engineers Ltd., Vickers Instruments and Vision Engineering Ltd.

Mr. J. S. Rooke, Minister (Economic), visits the George M. Whiley stand at Europlastique '70, Paris. Picture shows Mr. Rooke (centre) discussing stamping foil usage in France with Mr. J. Dobson, area manager (extreme left) and Mr. G. Croysdale of Whileys. George M. Whiley Ltd. are pioneers of stamping foil development and claim to be the United Kingdom's largest manufacturer and exporter of stamping foil. Their products are sold in over 70 countries.

Trade drive in Switzerland for 1971

SWITZERLAND has been chosen for the 1971 British Trade Drive because of the great opportunities which the market offers. These range from computers and effluent treatment equipment to biscuits and teenage fashion.

The trade drive runs throughout the year and is being co-ordinated by the British Consulate-General in Zurich, the Board of Trade and BNEC Export Council for Europe.

It does not attempt to cover the whole range of British exports to Switzerland, but concentrates on product groups selected by the British Embassy Commercial Department in Berne as having extra potential. The programme of the trade drive includes joint venture participation in at least five international trade fairs, store promotions in Zurich and other big cities, and a BNEC consumer durables display.

A leaflet called 'What's in it for me?', issued by BNEC Export Council for Europe, sets out to answer all the questions of the British exporter who wishes to participate.

The British Trade Drive in Switzerland will give priority to capital goods, but a further leaflet detailing the opportunities for consumer goods will be issued shortly.

California Trade Drive gets into its stride

THE BRITISH Trade Drive in California is 'really getting into its stride', Lord Rootes, chairman of BNEC United States, told the Birmingham Chamber of Commerce recently. The Californian Trade Drive, which is planned to continue for several years, is the most sustained trade promotion yet mounted by the Board of Trade and the BNEC.

Despite the downturn in the United States economy, Lord Rootes said he was optimistic. 'We have seen ups and downs before. Of course, in some areas where declining order books have led to big lay-offs, prospects for sales of British products are, temporarily, less bright. But overall, I am convinced that it is in the interests of British industry to maintain and increase their sales efforts in the United States.

Announcing the fifth specialist mission to the United States organized by BNEC's aerospace and electronics group, Lord Rootes said: 'It is quite impracticable to sit on our hands and wait for business to pick up in America. Both in boom and in recession, we must keep knocking at American doors, show them we are interested, tell them what we have to offer and keep our foot in the door. In that way – if they do not buy today, they will buy tomorrow.'

BNEC was also in touch with the British Nuclear Forum, the Scientific Instrument Manufacturers Association and the Agricultural Engineers Association regarding missions to California.

Turning to consumer goods, Lord Rootes said: 'I can report very satisfactory progress so far in the run-up period to British Week San Francisco, October 1-9, 1971. No fewer than 12 product groups have now been set up by BNEC United States – each consisting of experienced businessmen with extensive knowledge of the United States. As a result there is an accelerating build-up of selling missions to San Francisco.

'Other missions will also visit Southern California, and I would stress the vast market for consumer goods which exists in the South of this State.'

Britain plans trade drive in Kuwait

THE Board of Trade and the British National Export Council have announced plans for the first major trade drive in the Middle East. It will be centred on Kuwait, over the period March-October 1971.

The trade drive will be divided into three phrases. First, between March and May next year, there will be a heavy concentration on outward missions of British salesmen to Kuwait. Top of their selling lists will be pharmaceuticals, clothing, textiles, jewellery, giftware, furniture, pottery, glass, toys, games and foodstuffs.

There are plans for specialized exhibitions (joint ventures) of hospital and medical equipment, aerospace requirements, building and construction materials, and clothing.

Between June and September next year, Kuwait buyers will visit Britain under the BNEC inward mission scheme.

Thirdly, a Shopping Week is planned for autumn 1971, from October 9-19, to stimulate still further the British share of the consumer goods market.

British companies interested in the drive should contact: *Joint Ventures* – Mr. R. E. Edmondson or Mr. J. A. Swinton at the Fairs and Promotions Branch of the Board of Trade, 26 Old Bailey, London, E.C.4; *Consumer Goods* – Miss Helen Rothnie, BNEC, 6/14 Dean Farrar Street, London, S.W.1; *Capital Goods* – Mr. H. M. Thomson, BNEC Committee for Middle East Trade, 33 Bury Street, London, S.W.1.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

India

BRITAIN INTENDS to commit £45 million for new aid loans to India for the financial year 1970-71 following the recent meeting of the India consortium in Paris. Disbursements of British financial aid to India in the financial year 1969-70 reached a record total of £44.7 million.

£26 million of the proposed new commitments is intended to take the form of non-project aid for the import of British spares, components, and materials required for maintaining existing Indian capacity and for commodities such as agricultural inputs. £18 million is for projects and the import of British capital goods required by India. It is intended that the remaining £1 million should be disbursed, as untied aid, on the local costs of the Indian family planning programme provided satisfactory arrangements for its expenditure can be agreed with the Indian authorities and other donors are prepared also to make available untied aid for the same purpose.

Over the remaining four years of the Indian Fourth Plan, i.e. up to 1973/74, Britain intends to enter into new commitments of £72 million for the capital goods required by India for development purposes. This aim will be reviewed annually in the light of progress, taking account *inter alia* of any changes in the Indian situation. The £18 million of the new commitments for 1970/71 forms part of this total.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), quoting reference No. CRE 66/70.

Turkey

BRITAIN IS TO increase a loan of £1,586,000 made available to Turkey two years ago to £1,980,000. The additional sum of £394,000 together with savings on the original loan, will cover foreign exchange costs of a stretch reducing mill to produce small diameter steel pipes. The mill will be erected by Davy & United Engineering Co. Ltd., of Sheffield, who are constructing the main plant.

The new loan is provided as part of Britain's continuing aid to Turkey as a member of the OECD's Turkish Aid Consortium and will be made available on the same terms as the original loan, i.e. interest free, 25 years maturity and two plus five years graduated grace period.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), quoting reference No. CRE 21388/G.

Kenya

HOSPITAL EQUIPMENT to the value of £233,000 will be purchased by the Kenya Government through a loan made by the Ministry of Overseas Development. This includes laundry, kitchen, X-ray, radiation monitory and laboratory equipment, as well as suction pumps, incubators, electric potato peelers, and large generators for 13 smaller hospitals in the coastal and country districts.

Laundry equipment includes large washing machines, hydro extractors, and drying tumblers for nine district hospitals and four large hospitals, which are also receiving flatwork ironers. Nine hospitals are due for eight electric food trolleys each, and 14 hospitals will be equipped with electric potato peelers.

There will be two large generators each for 13 hospitals in the coastal, country and northern districts, and X-ray sets and dark room equipment for seven hospitals, with additional generators for four hospitals. Mombasa X-ray department will receive an image intensifier.

Hospitals in seven provinces will install 105 incubators and 98 suction pumps and five theatre light floor models will be required for replacement. Other equipment includes ECG and ECT machines, ER respiration and refrigerators as well as three operating theatre tables for smaller hospitals.

Equipment required for laboratory units of the Ministry of Health include a Technicon flame photometer Mark IV, large scale freeze drying equipment and other specialist apparatus.

Inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference number CRE 23577G.

Upper Volta and Bulgaria

IT HAS BEEN reported that a trade agreement between Upper Volta and Bulgaria was signed at Ouagadougou on March 10, 1970. The agreement is valid for one year and will thereafter be renewable from year to year by tacit agreement. Each country will grant the other most favoured nation treatment, although this will not prejudice the advantages which each country may grant to

(a) Member countries of a customs union

(b) Neighbouring countries for the facilitation of border trade.

Two lists of products to be exchanged are published although these are not limitative. Among the products to be exported from Bulgaria to Upper Volta are: machines, machine tools, electrical equipment, agricultural equipment, dried and preserved fruit and vegetables, pharmaceuticals, tobacco and cigarettes.

Among the products to be exported from Upper Volta to Bulgaria are: cotton, cotton-seed, groundnuts and groundnut oil, meat, skins and hides, fruit and vegetables and matches.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 408, 423).

Greece and Albania

AN AGREEMENT between the Greek and Albanian Chambers of Commerce signed in Paris on January 21, 1970, has now been published.

A copy of the text of the agreement and lists of goods to be exchanged may be seen – in French – at the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Yugoslavia and Sweden

AN ECONOMIC, industrial and technical co-operation agreement between Yugoslavia and Sweden was signed in Belgrade on June 9, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458 and 461).

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 1615 of June 24 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OUTWARD MISSIONS

Breaking new ground

SIXTEEN MEMBERS of a Birmingham Chamber of Commerce and Industry trade mission left recently to explore sales opportunities in Angola. This province has not previously been visited by a Birmingham mission, but a recent high-level group from the BNEC's Southern Africa Committee highlighted the market's potential and prospects.

Angola, the largest of Portugal's overseas provinces, has an estimated population of almost six million. Industrial products account for by far the major proportion of Angola's imports, Britain having a market share of about 8 per cent.

Products to be offered by members of the mission include cooking utensils, machine tools, agricultural equipment, textiles, toys, carpets, sanitary-ware, hearth furniture, foundry equipment and various light engineering products.

Luanda, the capital, was the mission's base during the week the members were in the province. At the end of the week the mission moved on to South Africa for a seven-day visit, when the members aimed to call on existing customers and to meet new contacts. Johannesburg is the point from which the mission is launching its sales drive, and the visit also provides an opportunity for Chamber officials to take an on-the-spot look at the site of the Rand Easter Show. This will be the venue for the first project undertaken by the Chamber's newly-formed overseas fairs and joint ventures department.

Market research in EEC countries

THE British Constructional Steelwork Association is carrying out two market research tours of European Economic Community countries this year. Mr. T. A. Stodart, export director of the BCSA, is currently visiting France and Belgium and will visit the Federal Republic of Germany and the Netherlands from September 21 to October 16. These tours follow successful market research projects carried out by the BCSA in the United States in 1968 and in the Middle East in 1969.

The object of the tours will be to investigate the opportunities for British fabricators of steel structures to export, and in some cases erect, their products in EEC countries. The current price levels of British fabricators indicate that there are opportunities for them but it is necessary first to discover how far this situation is transitory and on how much it depends on the existing satisfactory state of European fabricators' order books.

A second objective is to gather information which will enable an assessment to be made of the effect of Britain's possible entry into the EEC on the British steelwork fabricating industry.

Success of Leicester missions

DURING 1969 the Leicester & County Chamber of Commerce and Industry organized seven major trade missions, visiting the following countries: Argentina, Australia, Brazil, Bulgaria, Colombia, Hungary, Italy, Libya, Malta, Mexico, New Zealand, Peru, Rumania, the Soviet Union, Switzerland, Thailand and Venezuela.

The following figures show the results of these visits for 1969 (1968 figures in brackets): Value of orders obtained during the missions, £1,171,790 (£481,921); value of orders obtained since the missions, £2,381,010 (£924,328); value of orders outstanding, £2,839,117 (£588,000).

The 1969 total of £6,391,917 far outstrips the 1968 total of £1,994,249.

Some 54 companies participated in these trade missions in 1969 compared with 33 in 1968 and they all received BNEC financial assistance.

AEA missions to study markets

IN the continuing drive to study export markets the Agricultural Engineers Association will be sponsoring the following outward missions this year: The United States (Chicago and other States and/or California), from November 8 to 28; Australia and New Zealand, date not decided;. Ghana (Sierra Leone), from October 10 to 24.

Participation in these missions is open to any interested organizations and applications must be received by the export division of the Association, 6 Buckingham Gate, London, SW1, by July 24. Applications must be accompanied by a £50 administration fee.

Extensive tour

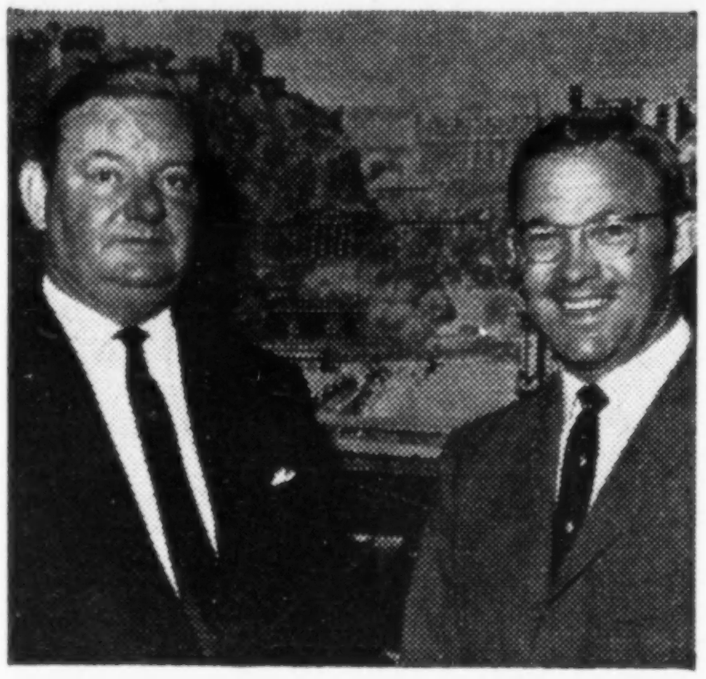
MR. D. M. BROTHERTON, area export manager, Bray Construction Equipment Ltd., left recently for Libya, Tunisia, Algeria, the Ivory Coast, Ghana, Zambia, Tanzania, Kenya, Ethiopia and other territories. He is surveying market prospects and appointing representatives. His company's products include industrial loading shovels and agricultural and industrial four-wheel drive tractors.

Visiting Georgetown

MR. A. A. WILLETT, director in charge of Caribbean Affairs, Cable and Wireless Ltd., is to visit Guyana and other West Indian states this month. He will spend three days in Georgetown, arriving on July 9, and will be discussing developments in Guyana communications with the Government and business community.

While in Guyana Mr. Willett will take the opportunity of reviewing the tropospheric scatter radio system, inaugurated by Premier Burnham, following its first year of operation.

In his years with the company Mr. Willett has travelled to most parts of the world and was secretary of the committees which organized the greater part of the Commonwealth telephone cable system. He has been responsible for the company's Caribbean affairs since 1967.



Eddie Barlow, South African Test cricketer, and one of the opening bats in the Rest of the World team currently engaged in the series against England, is the general sales promotion manager of Stellenbosch Farmers' Winery Ltd., sole distributors of VAT 69 Scotch whisky in South Africa. He took the opportunity to visit Sanderson's London office to discuss sales and marketing matters and is seen in this picture with Mr. Kenneth J. Ross, Sanderson's managing director.

Members of a French inward mission on mobile homes being introduced to the technicalities of transporting mobile homes at Bluebird's Poole factory by Mr. Harry Sturgeon (far right), general manager of Caravan Transport Ltd., Caravans International's transport company. Sponsored jointly by the National Caravan Council and the British National Export Council, the mission included a number of French Government officials responsible for housing and tourist development.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Tractor shovels for Philippines

An order for Whitlock 'Merton' 120C tractor shovels, and Whitlock 505 excavator loaders, has been received by Whitlock Bros. Ltd., Great Yeldham, Essex, from Management Industrial and Design Engineers Inc., Manila, their distributors in the Philippines, for immediate shipment.

Valued at £55,000, it is the largest order they have received from the Philippines.

Machinery for Japan

Chloride Overseas Ltd. – a member of the Chloride Group – have obtained a further order for battery-making machinery from Japan.

The order is for a pair of type 2B automatic grid casting machines with spares and two grid moulds. The machines have been ordered by Yuasa Battery Co. Ltd. of Tokyo, one of the largest battery manufacturers in Japan. They are of standard Chloride design, as used in the group's United Kingdom and overseas factories making Exide and Dagenite batteries.

Gas systems for oil tankers

Airscrew-Weyroc Ltd's. fan division has just finalized overseas orders for four new inert gas systems worth nearly £70,000 for oil tanker ships.

The installations are designed to prevent the formations of an explosive mixture in the tanks by excluding oxygen and filling them with an adequate supply of inert gas.

The contracts are for three 154,000 ton diesel OBO type ships being built at Eriksberg Mek Verkstad, Gothenburg, Sweden for Trident, and one 212,000 tonner turbine for World Wide Shipping being built in the IHI yards at Yokohama, Japan.

£7½ million contract in Sahara

Fluor (England) Ltd. have been awarded a contract by the state-owned concern La Societe National Sonatrah, for two LPG recovery plants at Hassi-Messaoud in the northern Sahara.

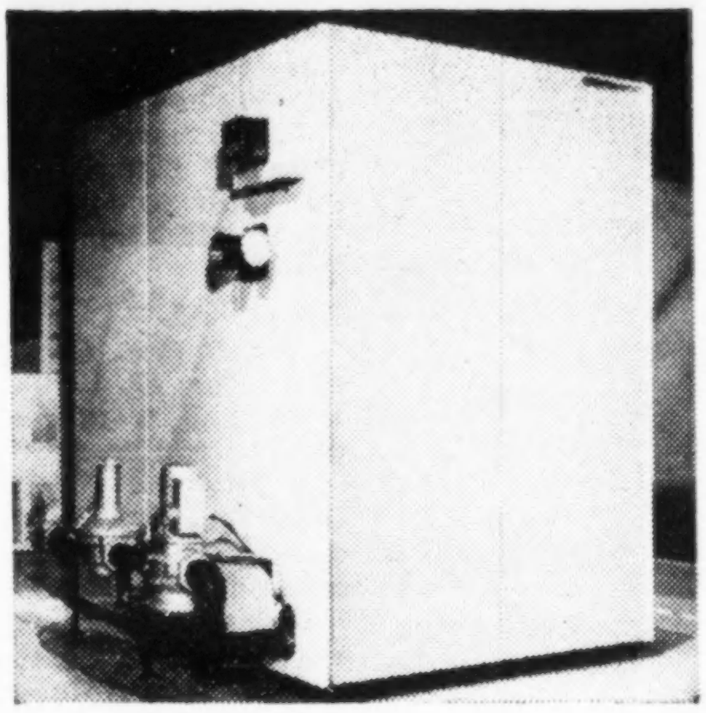
The contract which is valued at approximately £7½ million, is being financed by a consortium of British banks led by Kleinwort Benson, whose loan of £6 million is being backed by ECGD.

The design will be based on a process developed by Fluor utilizing turbo-expansion. The plants will have nominal annual production capacities of 585,000 tons and 365,000 tons respectively of LPG (butane-propane mixture). Fluor will undertake all design engineering and procurement and will furnish the materials and equipment.

Construction will be carried out by Altra, an Algerian company which is partly owned by Sonatrach. Fluor will maintain an advisory team on the site during construction as well as during the starting up of the two plants early in 1972.

All design work will be undertaken in London and the majority of the materials and equipment will be supplied by British companies.

Fluor has now completed or is constructing nearly 20 plants which utilize its turbo-expander system.



A gas-fired commercial heating boiler, the development of which has been co-ordinated by Ideal-Standard in Britain for sale throughout Europe, was launched in London on June 17. Known as the 525, the boiler covers the 300,000 Btu/h to 800,000 Btu/h output range and has been designed for use with Natural Gas, but is also available for Towns Gas. It is suitable for schools, hotels, motels, stores, hospitals, office blocks, institutional buildings, and other similar applications. It has, says the company, been 'tailor made' to meet the safety standards and all regulations concerning gas boiler use in the following European countries: Italy, Germany, Austria, Switzerland, France, Belgium and Holland.

£33,000 Seychelles airport order

Work will start in July and be completed by October on the cladding and roofing of Mahe air terminal, the first airport to be built in the Seychelles.

An order worth over £33,000 has been placed with H. H. Robertson (UK) Ltd., Ellesmere Port, by Costain Civil Engineering Ltd., main contractors to the Seychelles government, for 7,500 sq. metres of off-white Galbestos protected steel cladding, as well as translucent day-lighting units and the ventilation system. The materials will be made at Ellesmere Port, and erection at site will be under the supervision of Robertson's engineering staff.

The Seychelles, previously only accessible by ship from Mombasa or India, are due to be open to air traffic in 1971.

Chile contract for pumps

APV-Kestner Ltd., Greenhithe, Kent, have received an order from Corporacion de Fomenta de la Produccion, following negotiations with the Nitrate Corporation of Chile Ltd. for 17 vertical glandless centrifugal pumps.

Fourteen of these pumps will be constructed in Keebush. Kestner's corrosive-resistant plastic constructional material, which was specified after stringent corrosive tests had been carried out in Chile using liquids containing sulphuric acid, hydroiodic acid and free iodine.

Orders from S.America, Africa, Philippines

Robert Hudson (Raletrux) Ltd., of Morley, Leeds, a member of the Robert Hudson Group, have received repeat orders for 20 cu. ft. double-side tipping mine cars from the Neptune gold mines, Nicaragua, and the Frontino gold mines, Columbia.

The company have also shipped an order for 310 cu. ft. Rockflo mine cars to the copper mines in the Philippines, and an order for Granby mine cars to the Kilembe copper mines, Uganda.

Over £1 million sales indicated

In January 1970 Image Analysing Computers Ltd., a member of the Metals Research group of companies, began production of the Quantimet 720, a technically advanced and sophisticated image analysis system to supercede the Quantimet 'B'. Already orders for 35 Quantimet 720 have been received, 22 for export.

Further large orders for Italy, Japan and the United States are anticipated and, with the prospect of sales in Eastern Europe and Russia following the product launch later this month, orders are expected to continue at a high rate. The cost of a Quantimet 720 system is between £6,000 and £30,000, and current trends indicate that its sales will represent export earnings of over £1 million this year.

The Quantimet 720 is being introduced in Eastern Europe at the Poznan Trade Fair and in Russia during an inward trade mission. Exhibitions and supporting sales tours are planned in Novosibirsk, Leningrad, Moscow, Bucharest, Budapest, Brno and Leipzig. In addition, it is being demonstrated in North America by Image Analysing Computers Inc., in exhibitions at Pittsburgh, Cleveland, Chicago, New York, San Fransisco and Toronto, and in Germany and France by Metals Research Europe in exhibitions at Frankfurt, Hanover, Leoben, Paris, Grenoble and Lyons.

Image analysis is a relatively new science which employs computer techniques to measure, evaluate and record information revealed by electron, optical and x-ray study of materials. Some typical applications, include physiological and pathological study of diseases of the nervous system, quality control over the cleanness of steels and measurement of sand and gravel compaction to assess the stability of road foundations.

£100,000 South African order

Centrifugally cast high alloy heat resisting chromium nickel reformer tube assemblies manufactured at the Teesside Division of APV-Paramount have been ordered by Nasionale Mistowwe (Edms) Beperk of South Africa. The contract is valued at over £100,000 and the reformer tube assemblies will be used in the Nasionale Mistowwe ammonia plant at Milnerton, Cape Province.

The plant has a capacity of 200,000 tons of calcium ammonium nitrate, most of which is for the South African market although any small surplus may be exported.

Customs warehouse number two

Taylor Woodrow (Building Exports) Ltd. has been awarded a contract to duplicate a customs warehouse they supplied to the Government of Bahrain in the autumn of 1968 in the fast-developing port of Mina Sulman.

Identical, they are 'Arcon' solid portal buildings of three 100 ft. spans, rising 25 ft. to the eaves. There are 6 ft. canopies along the full length on both sides. Each building is 580 ft. in length and 300 ft. wide.

Hungary buys boxmaking plant

A contract in excess of £600,000 has been received by Simon Container Machinery, a division of Henry Simon Ltd., Stockport, for the supply, erection, and commissioning of a boxmaking plant to a new factory being built at Nyiregyhaza, Hungary.

The contract was negotiated with the Hungarian foreign trade agency Technoimpex, and delivery of the machinery is expected to be complete by September 1971.

Television studio contract

Pye TVT Ltd., a member of the Pye of Cambridge Group, have won an export order from Hong Kong, obtained through their agents, Philips (Hong Kong) Ltd. Valued at almost £200,000, it is to supply the Government of Hong Kong Television Unit, and the Hong Kong Educational Television Service, with equipment for new television studios.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C79 dated June 26, 1970 contained an announcement concerning an application for clearance of an agreement, relating to the sale of phosphatic fertilizers for export, between Supexie of Paris and the following concerns all of Paris:

Société Péchiney-Saint-Gobain,
Société Ugine-Kuhlmann,
Société des fertilisants de l'Ouest,
Société des établissements Linet.

Interested third parties are invited to submit their observations within one month from June 26, 1970 under ref. IV/337, to the following address:

Commission des Communautés Européennes, Direction générale de la concurrence, Direction 'Ententes et positions dominantes', rue de la Loi, 200, 1040 Bruxelles, (Belgique).

Particulars of this notice may be obtained if required from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations, Proposed Directive and Decisions, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Proposed Regulations, Proposed Directive and Decisions may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

GENERAL

The *Journal Officiel des Communautés Européennes* No. C74 dated June 19, 1970 contains the texts of several Proposed Regulations and a Proposed Directive affecting certain agricultural sectors as follows:

I. Proposed Directive to modify Directives Nos. 66/400/CEE, 66/401/CEE, 66/402/CEE, 66/403/CEE and 69/208/CEE concerning the marketing of beet seeds, fodder plant seeds, seed grain, seed potatoes and oil and fibre plant seeds respectively.

II. Proposed Regulation to establish a common organization of the markets in the seeds sector.

III. Proposed Regulation relating to the rules applicable to maize originating in the Association of African and Malagasy States or overseas countries and territories.

IV. Proposed Regulation to extend the rules applicable to certain agricultural products, originating in the Association of African and Malagasy States or overseas countries and territories to the same products originating in Tanzania, Uganda and Kenya.

V. Proposed Regulation to fix the target prices and the intervention prices as well as the recommended quality for leaf tobacco applicable for the 1970 Harvest.

VI. Proposed Regulation to fix the derived intervention prices and the recommended quality for packed tobacco applicable for the 1970 Harvest.

It should be noted that the texts of the Directive and Regulations when finally approved may differ from the draft texts referred to above.

CATTLEMEAT

Regulation (CEE) No. 1161/70 relates to the sale at a prefixed price of hind quarters of chilled cattlemeat held by the German Intervention Organization (*Journal Officiel* No. L135 dated June 20, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1162/70 modifies **Regulation (CEE) No. 1659/69** relating to regular auctions for butter from stock held by the Intervention Organization (*Journal Officiel* No. L135 dated June 20, 1970).

Regulation (CEE) No. 1168/70 modifies **Regulation (CEE) No. 1100/68** in so far as it concerns the list of third countries for which the export refund in the milk and milk products sector cannot be fixed in advance (*Journal Officiel* No. L136 dated June 23, 1970).

Regulation (CEE) No. 1183/70 completes in so far as Denmark is concerned **Regulation (CEE) No. 1054/68** establishing the list of organizations issuing certificates intended to permit the admission of certain milk products coming from third countries under certain tariff headings (*Journal Officiel* No. L138 dated June 25, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1163/70 modifies for the eleventh time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for the import of table apples (*Journal Officiel* No. L135 dated June 20, 1970).

Decision No. 70/322/CEE concerns the approval of a modification to the period of application for minimum prices in Belgium and Luxembourg for early season potatoes (*Journal Officiel* No. L139 dated June 26, 1970).

WINES

Regulation (CEE) No. 1174/70 fixes the mean prices for production in the wine sector (*Journal Officiel* No. L137 dated June 24, 1970).

Regulation (CEE) No. 1184/70 modifies the German text of **Regulation (CEE) No. 1020/70** concerning the establishment of quotations and the fixing of mean prices for table wines (*Journal Officiel* No. L138 dated June 25, 1970).

EGGS

Regulation (CEE) No. 1175/70 fixes the rates of the refunds applicable from July 1, 1970 to eggs and egg yolks exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L137 dated June 24, 1970).

FORESTRY PLANTS

Decision No. 70/314/CEE authorizes Germany to permit the marketing of seeds of 'Pseudotsuga menziesii (Mirb)) Franco., Picea sitchensis Trautv. et Mey., et Pinus strobusL' subject to less stringent requirements (*Journal Officiel* No. L138 dated June 25, 1970).

Decisions Nos. 70/315/CEE and **70/317/CEE** authorize France and Luxembourg respectively to permit the marketing of seeds of 'Pseudotsuga menziesii (Mirb) Franco. et Picea sitchensis Trautv. et Mey..' subject to less stringent requirements (*Journal Officiel* No. L138 dated June 25, 1970).

Decision No. 70/316/CEE authorizes Italy to permit the marketing of seeds of 'Pseudotsuga menziesii (Mirb) Franco.,' subject to less stringent requirements (*Journal Officiel* No. L138 dated June 25, 1970).

FRANCE

Import regulations for meat, etc. for human consumption

THE FRENCH *Journal Officiel* of June 20 announced that the following establishments should be added to the list of abattoirs in Britain inspected and approved by the competent authorities in Britain and accepted by the French authorities:

Name and Address	Approval No.
Public Abattoir, Hull, Yorkshire	EWS 27
Harrison, Barber & Co. Ltd., Tottenham, London, N.15	EWS 70

The following concern should be deleted from the approved list published in the *Board of Trade Journal* of July 23, 1965, page 212:

Name and Address	Approval No.
Bowketts (Tenbury) Ltd., Hereford	EWS 31

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

Duty reduced quotas for iron, etc

THE FRENCH *Journal Officiel* of June 27 announced the following duty reduced quota amounts for the second half of 1970:

Tariff No.	Description	Amount metric tons net
73.15 A IV b 1	Hot-rolled or extruded wire rod having a diameter of 4·5 to 6 mm. and a carbon content of 0·62% to 0·74%	3,000
	Wire rod of a diameter of 4·5 to 13 mm. and containing 0·60 to 1·05% of carbon, 0·05% or less of sulphur or phosphorus (taken together), 0·10 to 0·25% of silicon and 0·1% of all other components (taken together) except manganese and chrome	1,200
73.16 A II b	Used rails for re-rolling	38,500

The conditions of admission under the above quotas are those laid down in the relevant articles of an Order of December 17, 1969, stating the general conditions of import for duty quotas.

The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. They are also subject to the fulfilment by the actual consignee, assignee and user of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

Duty—free quota for herrings

FOLLOWING THE EEC Regulation allocating amounts to member countries and further to the arrête of December 17, 1969, setting out the general conditions for the importation of duty reduced quotas, the French *Journal Officiel* of June 23 announced that the duty-free quota for herrings, fresh, chilled or frozen, whole headless or sliced (Tariff No. 03-01 BI a 2 aa) has been fixed at 1,000 metric tons, until February 14, 1971, inclusive.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

Liberalization of imports

THE FRENCH *Journal Officiel* of June 19 announced that as from that date preserved palm kernels (Tariff heading 21.07 FI a ex 1) originating and imported from countries of the former OEEC, the United States and Canada are no longer subject to quantitative restriction.

Inquiries relating to this notice should be addressed to Tariff Division, Export Data Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

YUGOSLAVIA

Reduction in customs rate for the import of certain products for 1970

IT HAS been announced in the *Official Gazette* that the import duty on certain goods into Yugoslavia has been reduced up to prescribed limits for 1970.

The new rates came into effect on May 22, 1970 and details of goods affected may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475 and 420).

ICELAND

Trade Marks Act, 1968

UNDER THE above Act foreign trade marks can only be registered in Iceland if the application is accompanied by a certificate stating that the trade marks are already registered in the owner's home country.

It is now understood, however, that nationals of the United Kingdom are not required to have previously registered their trade marks in their home country before applying for registration in Iceland. An announcement on this matter was made on May 12, 1970, by the Icelandic Minister of Industries in the following terms:

> 'In accordance with authority contained in paragraph 2 of Article 28 of Act No. 47, May 2, 1968, concerning Trade Marks, the Ministry has decided, having obtained declaration of reciprocity, that the provisions of the said Act regarding obligatory registration of foreign nationals who apply for registration in Iceland to produce certificates of registration in their home country, shall not apply in respect of nationals of the United Kingdom.'

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SPAIN

Fertilizers and allied products

THE SPANISH *State Gazette* of June 20 published an Order dated June 10 governing the sale of fertilizers and allied products in Spain.

The Order aims to control the contents of fertilizers, to prevent fraud and to provide some guarantee of the value of the products. It applies to locally produced and imported goods and covers various types of fertilizers, additives and correctors for soil and crop preparations; its main provision is the setting up of a compulsory Register of Products and Materials.

Imported fertilizers and allied materials must be registered with the local Agricultural Department Office at the port of entry. Inspection, taking of samples and analysis, will be carried out at Spanish ports prior to clearance.

The Order requires that all printed advertising or publicity material used in connection with these products must have the prior approval of the Directorate General of Agriculture.

Label on packings must be in Spanish and carry the following information:

Authorized nomenclature of the product.
Guaranteed richness of nutritional elements, etc.
Name and address of manufacturer, processor or distributor.
Other specifications which Spanish Authorities may consider necessary.
Registration number.
The above information and the place of destination must also be given in the documents covering bulk consigments.

The Order became effective on June 21 although firms have until December 21, 1970, to make the necessary arrangements for compliance.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462), where the Spanish text may be seen.

ISRAEL

Additions to import semi-liberalized lists

ADDITIONS HAVE been made to the Israeli list of commodities for which import licences are granted without restriction as from May 21, 1970. The tariff numbers affected are:

40.03-9900	58.07-9900
46.01-1000	59.13-9900
-9900	60.05-9910
46.02-1000	60.06-3091
-2000	90.23-3000
-9900	-9930
46.03-1000	
-9900	

One item under Tariff No. 84.11-5091 has been added to the semi-liberalized list as from May 6, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

The Sales Law

A BILL to introduce The Sales Law (International Sale of Goods) 1970, has been presented to the Knesset. If the Bill becomes law, it will ratify Israel's signature at the Hague in July 1964 of the Convention relative to a Uniform Law for the International Sale of Goods.

Amendments to regulations relating to diamonds

SECTION 3(a) of Israel's Control over Commodities and Services Order (Control of Diamonds) 1959 has been superseded by a new Order, a copy of which has been sent to the Board of Trade.

Inquiries about these notices should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

SUDAN

Nationalizations, sequestrations and confiscations

THE FOLLOWING companies have published notices in the Sudanese press calling for all persons who are either debtors or creditors of the company concerned to submit to the company documents supporting their claims or debts within 30 days, and naming an expiry date. The notices state that anyone who fails to claim what is due within the specified period shall render his claim invalid.

Date of notice	Company	Old Name	Date of expiry
15.6.70	El Rahad Trading Corporation	Contomichalos, Sons & Co. Ltd.	9.7.70
16.6.70	Sudanese Tobacco Corporation	Sd. George Michail Haggar Mrs. Aliss Haggar Sd. Anis Haggar Haggar Cigarette & Tobacco Factory Ltd. United Inter-Trade Co. Haggar Ltd. Airfreight Company (S) Ltd. Sudan Coffee and Tea Plantations, etc.	15.7.70
16.6.70	July Trading Corporation	Bittar & Co. Ltd. Bittar Engineering Ltd. Building Materials Ltd. Soap & Allied Industries (Sudan) Ltd. Office Equipment Co. Kordofan Commercial Association	12.7.70
16.6.70	Palestine Trading Corporation	G. Trucco & Co. Ltd. Port Sudan Forwarding Co. Ltd.	10.7.70
16.6.70	Port Sudan Trading Co. Ltd.	(unchanged)	10.7.70
13.6.70	Sadig Abu Agla	(unchanged)	9.7.70
21.6.70	(Not yet known)	Red Sea Shipping Co. Sudanese Storage & Shipping Co.	21.7.70
17.6.70	Golden Crescent Corporation	Joseph Kahwati & Co. Gawhara Stores	7.7.70
21.6.70	Sinkat Tourism Corporation	Ibrahim Ismail Tahran & Co. Air Handling & Booking Agency Saudi Arabian Air Lines Tahran Commercial Co. Kassala Doum Factory Tahran Enterprise (Port Sudan) El Dueim Industrial Ginning Factory	17.7.70
21.6.70	Blue Nile Packing Company	(unchanged)	21.7.70
21.6.70	Ziraf Trading Corporation	P. H. Haggar & Co. Ltd.	16.7.70
12.6.70	May Workers Trading Corporation	Gellatly Hankey & Co. Ltd.	5.7.70
13.6.70	October Trading Corporation	Tsakiraglou & Co. Sudan Oil Mill Angassa Mountain Mines	13.7.70
21.6.70	Sobat Trading & Engineering Co.	Barsamian Motors Ltd. National Engineering Co. Ltd. H. Barsamian Co. Ltd.	16.7.70
21.6.70	Massibo Corporation	Portland Cement	15.7.70
17.6.70	Rahad Trading Corporation	Contomichalos & Sons	9.7.70
12.6.70	El Gourashi Agricultural Scheme	Aziz Kfouri & Sons All Properties and Farms of Emile Kfouri	12.7.70
17.6.70	September Trading Corporation	Hafez el Sayed el Barbery	8.7.70
13.6.70	El Shuhada Trading Corporation (Martyrs Trading Corporation)	Sarkis Ismirlian Company	13.7.70
21.6.70	National Transport Organisation	Express Bus Company Basili Bushara Co.	15.7.70
17.6.70	The State Trading Corporation	Mitchell Cotts & Co. (Middle East) Ltd. Sudan Mercantile Co. Ltd.	30.6.70
23.6.70	The New Industries of Sudan	The New Industries Co. (Sudan) Ltd.	18.7.70

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

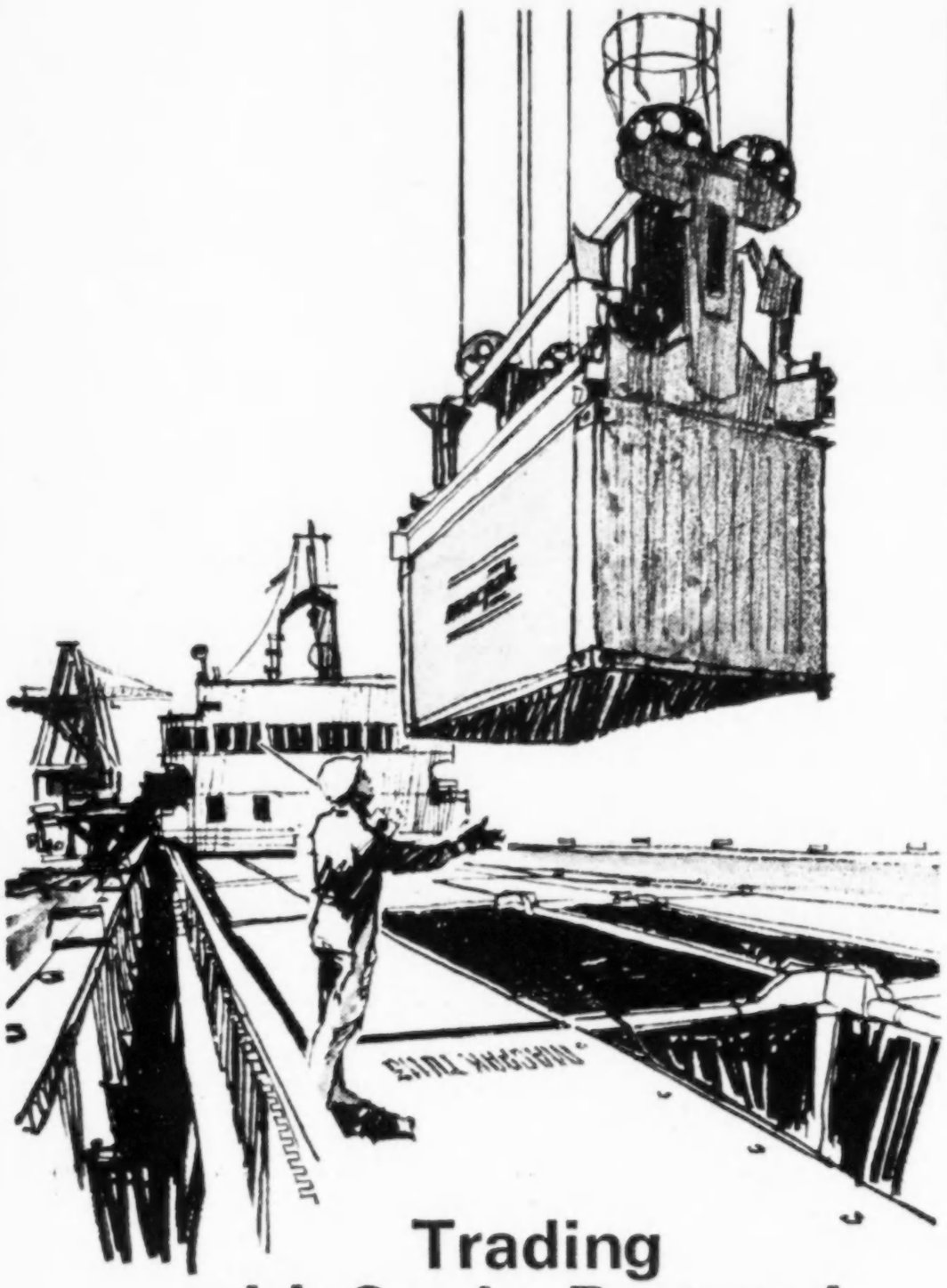
ETHIOPIA

No plans to nationalize foreign businesses

THE *Board of Trade Journal* of June 10, 1970, reported that two Bills were before the Ethiopian Parliament which proposed the nationalization of all foreign owned and managed businesses in Ethiopia.

The Ministry of Commerce, Industry and Tourism has since issued a statement to the effect that the proposed Bills merely represented the opinion of an individual Member of Parliament and should not be taken as Government policy. The statement also said that there were no plans of this nature under consideration.

Inquiries about this notice should be referred to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358).



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DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA)

Price control

DECREE No. EN/022 of December 20, 1969, introduced regulations to control the wholesale and retail price of all goods imported into the Congo (Kinshasa) and detailed maximum 'mark-ups' permitted on individual products.

It has now been announced that, with effect from June 20, 1970, these controls will be enforced by a commission of market inspectors who will make systematic checks on importers.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

Additional import duty on matches

THE BRITISH Embassy in Kinshasa has reported that the Congolese authorities have imposed an additional import duty of 2 makuta (aproximately 4d.) on boxes of 50 matches. This is in addition to the 10 per cent customs duty (droit de douane) and 30 per cent fiscal duty (droit fiscal) which is already levied on matches.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 408, 423).

ZAMBIA

Hotel accommodation during September

THE SUMMIT Conference of the Non-Aligned Nations will take place in Lusaka from September 6-10. It is recommended that businessmen intending to visit Zambia should avoid this period as all hotel accommodation in Lusaka is likely to be requisitioned for the Conference and it is expected that this will lead to heavy bookings throughout Zambia.

REPUBLIC OF SOUTH AFRICA

Customs Tariff changes

THE FOLLOWING changes were notified in the South African *Government Gazette* of June 19.

R.959. The duty on certain printing and writing paper is amended to the extent indicated. (Sub heading 40.01.80.80.)

R.960. The duty on certain kinds of plain, clear glass is amended to varying extents.

R.961. The duty on electrical household refrigerators of a nominal storage capacity not exceeding 12 cu. ft. and household refrigerator cabinets for refrigerators of a normal storage capacity not exceeding 12 cu. ft. is amended from 25 per cent to 25 per cent or 900 c. per cu. ft. nominal storage capacity less 60 per cent of the f.o.b. price.

R.962. The provision in subheading No. 84.59.80.20 for workshop machinery ordinarily used in a motor garage for manufacing, testing or repair work is deleted and suitable provision therefor is made in subheading No. 84.59.65.

R.963. The provision for an ordinary anti-dumping duty on electrical household refrigerators of a nominal storage capacity not exceeding 12 cu. ft. and all cabinets for household refrigerators of a nominal storage capacity not exceeding 12 cu. ft. is withdrawn.

R.964. Base metal ornaments are classifiable in tariff heading No. 71.16 and the provision therefor in tariff heading No. 83.02 is deleted.

R.965. (1) Provision is made for a rebate of the full duty on goods of any description for use by the South African Medical Research Council.

(2) The names of the 'The Girls' Life Brigade' and 'The Royal Life Saving Society' are amended to 'The Girls Brigade' and 'The South African Life Saving Society' respectively.

Inquiries should be addressed to the General Export Services, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Customs Tariff Application

A CORRECTION to the Customs Tariff Application List 508, published in the *Board of Trade Journal* of June 17, should be made as follows:

(C) Of circular polyester fibres of 100 denier or more: 15 per cent *ad valorem* or 55c per lb. less 50 per cent of the f.o.b. price;

(D) Of non-circular polyester fibres of 60 denier or more but less than 100 denier: 15 per cent *ad valorem* or 80c per lb. less 50 per cent of the f.o.b. price.

INDIA

Foreign collaboration

THE INDIAN Ministry of Industrial Development issued a press note on May 30 announcing the Government's decision that all Indian companies which have been granted permission for foreign collaboration should submit an annual return to the Ministry by December 31 each year.

Copies of the press note, and the prescribed proforma, may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

CEYLON

Import licensing of drugs

CEYLON IMPORT Control Notice No. 13/70 contains an additional list of proprietary drugs which may be imported on licences issued under Quota Item D.1.

The list of drugs may be seen at Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

MALAYSIA

Import control (1)

THE MALAYSIAN *Government Gazette* dated June 18, 1970, published the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 9) Order, 1970, which amends the First Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of noods	Country
70.18 000	Optical glass and element of optical glass, other than optically worked elements; blanks for corrective spectacle lenses but excluding fused bifocal glass blanks	All countries
90.01	Lenses, prisms, mirrors and other optical elements, of any material, unmounted, other than such elements of glass not optically worked; sheets or plates, of polarizing material:	
200	Spectacle lenses	All countries
90.03	Frames and mountings, and parts thereof, for spectacles, pince-nez, lorgnettes, goggles and the like:	
100	Spectacle frames	All countries

This amendment means that the goods shown are now subject to special licensing when imported into any part of the Federation, from any country.

Inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468, 469).

Import control (2)

THE MALAYSIAN *Government Gazette* dated June 11, 1970, published the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 8) Order, 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods	Country
04.03	Butter:	
910	In airtight containers	All countries
990	Other	All countries
55.06	Cotton yarn, put up for retail sale:	
100	Sewing thread	All countries

This amendment means that the goods shown are now subject to special licensing when imported into the States of Malaya from any country.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468, 469).

JAPAN

Food regulations

THE JAPANESE Government has recently announced the following amendments to their regulations on food additives: (i) The following additives cannot be used in any food which will be on sale on or after December 1, 1970.

Ethyl protocatechuate
Isoamyl gallate
Food green No. 2 and its aluminium lake (light green SY yellowish)
Potassium nitrite. (ii) The following additives cannot be used in any food which will be sold on or after June 1, 1970:
Nitrogen peroxide

Inquiries arising from this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475 or 420).

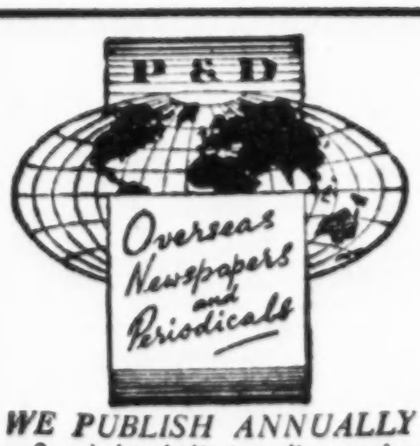
AUSTRALIA

Tariff Board (Dumping) Inquiry result: paper clips of base metal

A NOTICE was published in the *Board of Trade Journal* on January 7, 1970, to the effect that a reference had been made to the Tariff Board under the Customs Tariff (Dumping and Subsidies) Act on paper clips of base metal (Tariff Item 83.05.9); a subsequent notice of January 14 reported that interim anti-dumping action in the form of cash securities was to be introduced on the goods concerned exported from the United Kingdom on and after January 19, 1970.

The Tariff Board inquiry has now been completed and, as a result, dumping has been confirmed.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 2298/69.



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NEW ZEALAND

Emergency Protection Authority inquiry (1)

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of fish preserved in airtight containers such as cans, jars and the like, whether or not with added liquor oil or sauce – herrings, pilchards, sardines, sild or brisling.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most-Favoured-Nation	General
16.04.03	}	$1·25	$2·08	$2·50
16.04.04	}	Australia Free	South Africa $1·25	
16.04.06	}	$1·25	$1·82	$2·50
		Australia Free	South Africa $1·25	

The Emergency Protection Authority is required to report to the Minister by July 22, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellingon, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 838/69.

Emergency Protection Authority inquiry (2)

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of grease nipples.

Details of the tariff item, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most-Favoured-Nation	General
84.65.01		Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by July 28, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 846/69.

Tariff and Development Board Report

COPIES OF THE following New Zealand Tariff and Development Board Report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
83.09.02	Buckles, buckle clasps and the like of base metal
ad	

TRINIDAD AND TOBAGO

Import licensing arrangements

TRINIDAD AND TOBAGO Government Notice to Importers No. 5 of 1970 advises importers that until further notice licences will be issued for the importation up to August 31, 1970, of limited quantities of the following items, subject to the conditions stated below:

Items

1. Canned salami sausage
2. Canned pork luncheon meat, i.e. ham roll (minimum weight – 4lb. net per tin)
3. Canned Vienna (or Vienna type) sausage (not exceeding 4oz. net per tin)
4. Other canned meats as follows:
   (a) pork in natural juices
   (b) pork lunch tongues

Conditions: re items 1 and 2 each importer will be eligible to obtain licences for a maximum of 1/6 of his imports during 1968, in respect of each item; re item 3 each importer will be eligible to obtain licences for a maximum of 1/3 of his imports during 1968; re items 4 (a) and (b) licences will be granted for reasonable quantities without regard to each importers previous imports.

Inquiries about the above notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

ARGENTINA

Import duty rates on capital goods

DECREE 22 of June 13, 1970, published in the Argentine *Official Gazette* of June 15 amends the rates of import duty on capital goods falling under Chapter 84 (Boilers, machinery and mechanical appliances), Chapter 85 (Electrical machinery and equipment) and Chapter 90 (Optical, photographic, cinematographic, measuring, checking, precision, medical and surgical instruments and apparatus) which were introduced by Decree 604 of February 6, 1970 (see *Board of Trade Journal*, March 25, page 869). The amendments came into force on June 16.

A copy of the Decree, in Spanish, is available for inspection in Tariff Section. Alternatively, extracts from an unofficial translation of the tariff incorporating the amendments can be supplied.

Requests should specify the products concerned and be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475 or 476).

PERU

List of prohibited imports

SUPREME DECREE No. 042-70-EF of April 3, 1970, removes the following products from the list of prohibited imports into Peru, introduced by Supreme Decree No. 202-68-HC of June 24, 1968:

Tariff No.	Description
03.03 1.03	Only dried prawns
03.03 2.03	Only molluscs and dried shell fish
09.02 0.02	Only green or jasmin tea, in containers of more than 3 kgs
14.05 0.99	Only edible thistles ('cardones')
16.04 9.01	Only prepared or preserved fish, in oil for the preparation of Chinese meals
16.04 9.99	Only prepared or preserved fish for the preparation of Chinese meals
16.05 1.99	Only prepared or preserved crustaceans for the preparation of Chinese meals
16.05 2.04	Only oyster sauces for the preparation of Chinese meals
16.05 2.99	Only prepared or preserved molluscs and shell-fish for the preparation of Chinese meals
17.02 4.01	Only caramels used as a raw material for the manufacture of syrups in the pharmaceutical industry
19.03 0.01	Only noodles of rice flour, for the preparation of Chinese meals
19.04 0.01	Tapioca
21.04 1.99	Only sauces, specially for Chinese meals
21.05 0.01	Only dried swallows' nests
21.07 0.99	Only preserves of bamboo, especially for Chinese meals
34.05 0.03	Only chemical polishing preparations for metals
34.05 0.04	Only valve grinding pastes based on silicon carbide Only pastes for polishing aluminium Only 'Lustre Canning' polishing cream
34.05 0.99	Only cream with a base of wax and abrasives in stick form
36.05 0.01	Only pyrotechnic articles for entertainment and signalling, except rockets and squibs
39.07 1.01	Only tubes of artificial plastic materials based on polyamides called 'Tecatan'
58.04 0.06	Only special plushes for fancy toys (long-pile and plush) which are consigned to factories established in the country
70.14 1.01	Only sealed beams of 230 volts for special illumination purposes
71.05 0.02	Only silver solder; and Only silver wire of a diameter of 3 mm
85.12 1.02	Only industrial heaters, upright, type 244-V3, of 400 volts, 60 cycles, triphasic, complete, including motor and exhaust outlet

Inquiries about this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474, 476).

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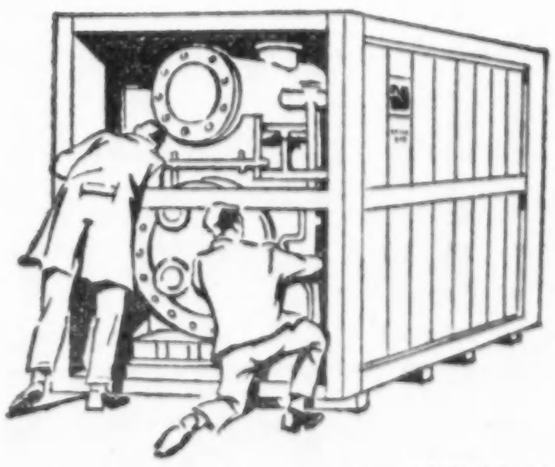

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UNITED STATES

Investigations into carpets

THE *Board of Trade Journal* of March 18, 1970 gave notice of an investigation with regard to escape clause duties on Wilton and velvet carpets.

The United States Tariff Commission has now reported that conditions in the United States market with respect to competition between imported and domestic Wilton and velvet carpets and rugs have not changed in any significant degree since the beginning of this year.

Further details about this notice may be obtained from the Commercial Relations and Export Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), ref. 24.6.1970.

Labelling of oral contraceptives

THE *Board of Trade Journal* of April 29, 1970, published a notice of a recent policy statement by the United States Commissioner of Food and Drugs. This proposed that factual information should be made available to users of oral contraceptives, and that printed information should be included in all packages of oral contraceptives.

After consideration of comments received, the Commissioner has amended the Federal Food, Drugs and Cosmetic Act with effect from July 4, 1970. Existing stock may be shipped without the package insert up to September 9, 1970, providing the labelling booklet is prepared and disseminated as promptly as possible.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457).

CANADA

Residue tolerances for agricultural chemicals

THE CANADIAN Food & Drug Directorate have issued Trade Information Letter No. 335 dated June 17, 1970, pertaining to pesticides and other agricultural chemicals used in connection with the production of food and food crops, including a list of agricultural chemicals for which residue tolerances have been established and lists of those chemicals for which it is not considered desirable to establish tolerances, or for which tolerances are unnecessary.

The letter asks any manufacturer wishing to sell or use an agricultural chemical which may produce residues in or upon a food to submit all relevant data to the Food and Drug Directorate so that his product may be evaluated in terms of consumer safety and, if necessary, a tolerance established by regulation under the Food and Drugs Act.

Firms requiring further information should contact Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457), quoting reference TIL 335.

Changes in customs tariff

THE CANADIAN GOVERNMENT have issued Order in Council PC 1970-1004 dated June 9, 1970 making certain changes in the Canadian customs tariff which are listed below.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
37805-1	Iron or steel, semi-finished namely: blooms, slabs, billets or sheet bars, for use in Canadian manufactures (Expires October 31, 1970)	Free	Free	10%
56145-1	Yarns, wholly of viscose rayon filaments, for use in the manufacture of elastic braids and, per pound (Expires October 31, 1970)	Free	Free	35% 20 cts.
56150-1	Yarns, wholly of viscose rayon filaments, to be plied in Canada and used in the manufacture of crepe fabrics and, per pound (Expires January 31, 1971)	Free	Free	35% 20 cts.

Firms requiring any further information should contact Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457), quoting ref. PC 1970-1004.

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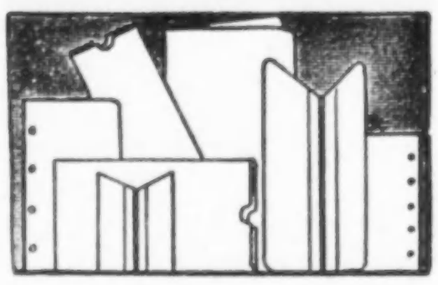

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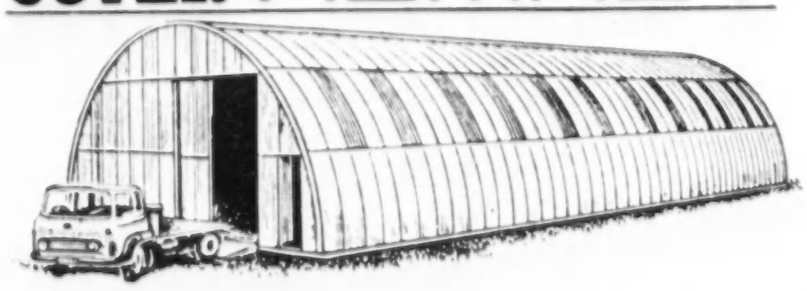

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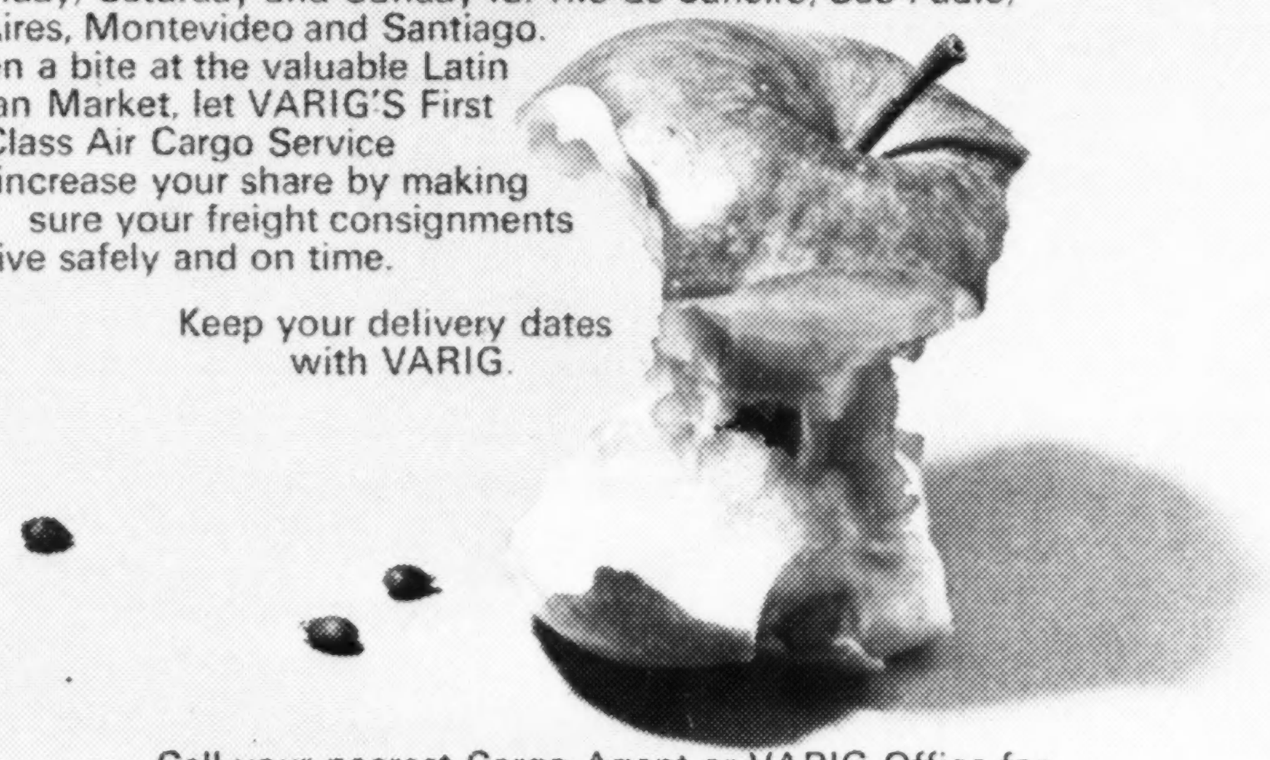

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